

The China known since 1840 as

Haviland China

Is stamped under each piece
in green underglaze

Haviland
France

The decorated China has
an additional stamp
in red on the glaze

Haviland & Co.
Limoges

NOTE THE NAME

THEODORE

on the Stamp and

AVOID IMITATIONS

The most popular brand of French China is

THEODORE HAVILAND

La Porcelaine Theodore Haviland

LIMOGES, FRANCE

THEODORE HAVILAND & CO.

25 MURRAY STREET, NEW YORK CITY

Calendar Plates

- No. 239. Centers are "up-to-date American girls" assorted views of the season's different recreations.
- No. 2162. Centers are assorted clusters. Borders are assorted styles, oriental, floral and conventional.
- No. 107. Centers are assorted fruit and flowers and scenes.
- No. 3195. Assorted tints on edge of plate, pink, green, and violet.
- No. 380. Assorted lustre tints on edge of plate. Assorted varieties of centers.

Calendar plates have become one of the leading advertising mediums and our assortment represents the greatest line of exclusive calendars ever brought out. Rich in coloring, exquisite in design, and furnished by no one but ourselves in these particular designs. The greatest jobbing line in the market. Samples, photographs and circulars now ready. Get after this business early.

The D. E. McNicol Pottery Company
East Liverpool, Ohio.



No. 239

No. 2162

No. 107

No. 3195

No. 380



It's Heisey's Diamond H—
The Best on the Market

WRITE FOR CATALOGUE

A. H. HEISEY & CO., Inc.

NEWARK, OHIO

Salesrooms:

NEW YORK CITY, 25 West Broadway.

BOSTON, 144 Congress Street.

BALTIMORE, 122 West Baltimore St.

PORTLAND, ORE., 451 Sherlock Bldg.

PHILADELPHIA, 610 Denckla Bldg., Market and 11th Streets.

CHICAGO, 510 Heyworth Bldg., 42 Madison Street.

Please Mention POTTERY AND GLASS When Writing Advertisers

The Eygabroat-Ryon Co. Incorporated

MAKERS OF

RICH CUT GLASS

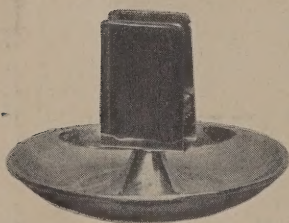
Representative
E. W. HAMMOND
65 WEST BROADWAY
NEW YORK CITY

Factory
LAWRENCEVILLE
TIOGA COUNTY
PA.

WRITE FOR OUR SPECIAL ASSORTMENT
FOR \$2.98 SALES

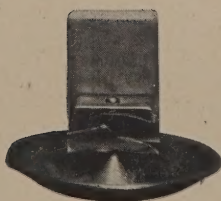
OURS ARE THE BEST VALUES EVER OFFERED

E. W. HAMMOND, 65 West Broadway



LOX-BOX MATCH SAFE

SAVES TIME, MONEY
AND ANNOYANCE
FOR
HOME, HOTEL, CAFE
AND BAR



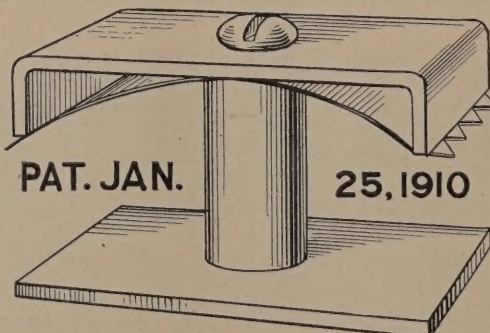
George C. Lynch Company

Showrooms: 333 FOURTH AVENUE, NEW YORK
FACTORY: NEWARK, N. J.

Manufacturers of FINE METAL NOVELTIES, CARVED WOOD
ELECTRIC LAMPS, CLASSIC FURNITURE

PATENTEE OF

LOX-BOX

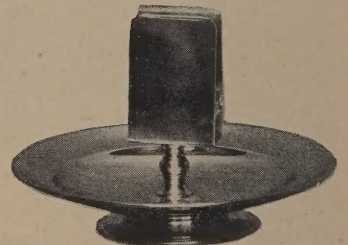


PAT. JAN.

25, 1910

MATCH SAFE

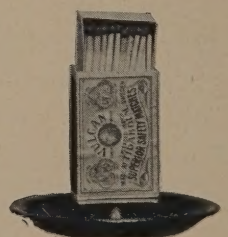
NOTHING TO GET OUT OF ORDER OR ADJUST



LOX-BOX MATCH SAFE

THE GREATEST
MONEY SAVING DEVICE
FOR HOLDING
MATCHES

INEXPENSIVE DURABLE



Please Mention POTTERY AND GLASS When Writing Advertisers

G. D. A. PORCELAINES

OLDEST AND BEST
Factory Founded in 1797

MARQUES DE FABRIQUE

ON WHITEWARE



ON DECORATED



OR



Factory and Main Office
LIMOGES, FRANCE

Porcelaines GDA

New York Office,
29 BARCLAY STREET

The Best Advertised China —POUYAT

MARK ON
WHITE.MARKS ON
DECOR.

Do you follow up the POUYAT publicity in the magazines—intended to stimulate sales in the retail shops? Watch it!

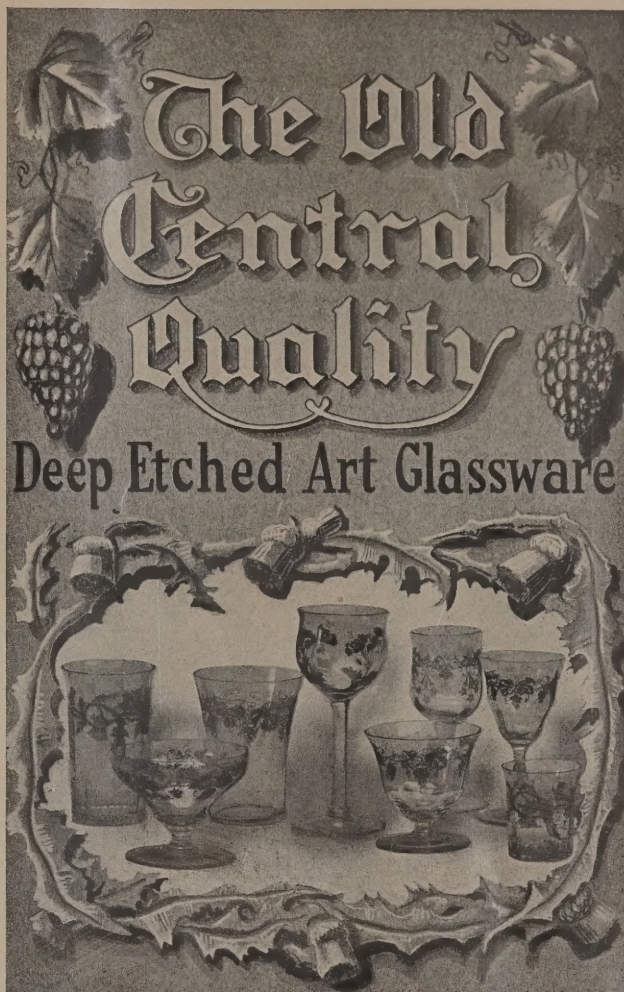
Beside being the premier French China in QUALITY and STYLE, it is the best advertised.

All women who read high-class publications know about POUYAT.

Needs only to be exhibited together with one of our little name cards on a table by itself and no influencing by the dealer is necessary.

Have you placed your import order?

The J. POUYAT CO.
37-39 MURRAY ST. NEW YORK



Real Quality that YOU can sell at *Right Prices*

The best selling lines manufactured in America:—Lead Blown
Stemware and Tumblers. Blown Table Ware, Plain, Cut,
Needle Etched, Gold Banded, or White Enameled Decorated.

*Send for Illustrated Catalogue and
Special Information*

We make a Special Study of the Art and Execution of Mono-
grams and Crest Etching in Original Designs for Hotels and Clubs

OUR MOTTO—Prompt Shipments and Quality.

LINES ON DISPLAY AT THE FOLLOWING OFFICES:

NEW YORK—A. P. Doctor, 66 West Broadway
PHILA.—Thomas Downs, Jr., 610 Denckla Bldg.
BOSTON—L. A. Fletcher, 157 Federal St.
CINCINNATI—Thomas M. Lewis, 437 Main St.
CHICAGO—H. E. Waddell, 160 Washington St.
DENVER—Bersback, Moloney & Co., 1517 Lawrence St.
BALTIMORE—Green & Thomas, 33 S. Charles St.
SAN FRANCISCO—Himmelstern Bros., 718 Mission St.

Central Glass Works

Wheeling, West Virginia.



Rare old Chinese porcelains from the Hippisley collection in the National Museum, Washington, D. C.

Vase of white K'anghsi porcelain. The central illustration on this vase is in the form of a medallion containing mythological figures. Tung Wang Kung, the consort of the Queen of the Fairies, is handing a baby the elixir of life, while another of the sages is holding the ju-i—a curved baton, carved in jade and representing the power of the Buddhistic faith.

K'anghsi, specimen of Famille verte. On it is seen a garden with a pavilion in the rear. The seven worthies of the bamboo grove are engaged in chess-playing, music and writing on the rocks. Above the neck of the vase is a rod-fishing scene.

POTTERY & GLASS

VOL. IV, No. 5.

NEW YORK, MAY, 1910.

TERMS: \$2.00 per year in advance.
25 cents per copy.

RICH AMERICAN-MADE CUT GLASS

Pieces Suitable for Bridal and Other Gifts. Some of the Designs Being Shown

CUT GLASS, above all other things that are used in table service and in household decoration, comes closer to the hearts of women. It has been so since the industry became recognized as one of the finer arts, and the appreciation of this ware keeps growing as its scope becomes greater. Rock crystal, a later innovation, is also classed with cut glass and its beauty, when decorations have been applied, surely gives it prestige as one of the really dignified commodities that go to beautify homes.

At this season of the year both creations are in vogue as among the choicest things given as wedding gifts, and no matter what the price might be, as referring to jewels, gold or silver, the sparkle of a rich piece of cut glass, or rock crystal, captivates the bride more than any other gift that might be presented.

Inasmuch as American-made cut glass is conceded to be the choicest produced, a brief article about it is of interest at this time and, as the illustrations shown, depict the newest pieces made at the leading factories, buyers and retailers may be assured that in recommending any of them to customers, either as wedding presents, or for general use, they are looking upon about as choice an assortment of goods as are represented in cut glassware. There is nothing cheap in cut glass, in the sense that it is a "cheap" commodity. There is low-priced cut glass and there are the medium and high priced kinds, it being altogether a matter of quality, but the lowest priced of it all is high enough to make purchasers regard it with great respect. Few people understand why cut glass should be expensive.

There is great risk and work in cutting glass, although it can be done with so much rapidity that skilled workmen can finish a large elaborate bowl in a single day. These facts considered, the prices exacted by dealers seem to be excessive, but allowance must be made for the high cost of the labor involved, for the expensiveness of the raw material and the great loss entailed in breakage. Often it happens that a piece of cut glass is spoiled by a slight fracture, just as it is on the point of completion.

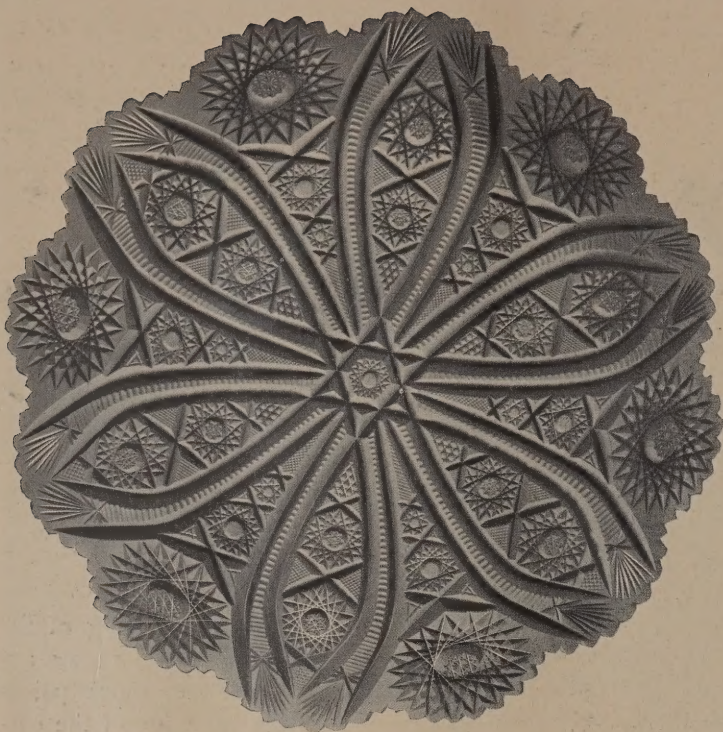
Occasionally the fault lies in the tempering of the glass, a crack suddenly appearing without any apparent reason, to destroy the result of much painstaking labor. Or, now and then, the edge of the cutting wheel is permitted to bite a fraction of an inch too much, and an almost imperceptible slit makes the article worthless so far as the market is concerned. In no case, however, it is said, is the accident charged up to the workmen, a certain per cent of such losses being regarded as unavoidable.

Some of the finest stuff for cut glass is said to be quarried from the quartz cliffs of the Berkshire Hills, in Massachusetts. Broken fragments by blasting the rock is crushed and is finally ground to a powder that looks like the finest table salt. This is converted into articles of plain glass of very ordinary and unornamental appearance, but for which the cut glass manufacturers pay from twenty-five to thirty cents a pound. It is their task to convert these rude-looking bowls and jugs and stands into beautiful objects.

Each article is first marked with a small brush and red paint in a geometrical pattern, to indicate the design, which the workman follows with his cutting wheel. All of the first and roughest work is done with a steel wheel. The finish is accomplished with a stone wheel, resembling a thin grindstone. The polish is then put on with a wooden wheel supplemented for the finishing touch by a wheel of tampico fiber operating after the manner of a rapidly revolving brush. Quartz powder—the same stuff from which the glass is made—is used, mixed with water, to give the wheels their bite.

Charming effects are produced by the use of the sand blasts, employed to make parts of the surface of the bowl or other objects slightly rough, rendering the glass opaque. This is done before the cutting is begun, which is called engraving, with a fine superficial tracery executed with the utmost delicacy by means of a small copper wheel charged with emery.

The most common designs are diamond shapes, stars of various points, crosses and squares and other geometrical patterns.



Cake plate, "Bangor" cutting—Jewel Cut Glass Co.

The stones used for cutting come chiefly from Italy or Scotland. They are very hard and carry a keen edge a long time. They are used for the fine cutting altogether. There is a stone found in Nova Scotia much softer that cuts quicker and is used for fluting on water bottles and compotes where heavy cuts are desired. Very often as many as fifteen or twenty different stones of varying degrees of hardness are used for the cutting of one article. After the design has been all cut, comes one of the most difficult parts of the work, the polishing. The hand of the glass-cutting expert must be steady, strong and accurate, for the least mistake spoils a whole pattern. In the case of a fourteen-inch punch bowl this means a heavy loss. Another kind of glass cutting is known as stone engraving. It is done with little stone wheels and copper tools, entirely by hand. The designs are chiefly vines and flowers. They are not cut deep and are often mistaken for pressed glass. In reality they are the most expensive kind of cut glass, the price for a single piece of large size and ornate decoration reaching four figures.

A very popular line of cut glassware is the production of the Eygabroat-Ryon Company, Lawrenceville, Pa., for whom E. W. Hammond, 65 West



Tall decanter, "Bangor" cutting—Jewel Cut Glass Co.

Broadway, is New York City representative. As contributors to this article, the company has chosen to select five pieces. One of these is a water jug, with a three-pint capacity, and very attractively shaped and cut; a mayonnaise bowl and plate, five inches in diameter, are very prettily conceived, with delicate cuttings and neat decorations; a celery tray has a fine scalloped edge, is finely decorated and is twelve inches in diameter. One of the prettiest ice-cream trays yet made by this company, is twelve inches in diameter and of unusually fine shape. The fern dish shows a pretty article that demands attention; it is three-footed and has a metal interior. All these goods are



Oval berry bowl, "Princeton" cutting—Jewel Cut Glass Co.



Water jug, "Hanover" cutting—Jewel Cut Glass Co.



New and attractive Russian diamond decoration—Stewart & Crocker, Agents

of the desirable sort and are priced consistently low.

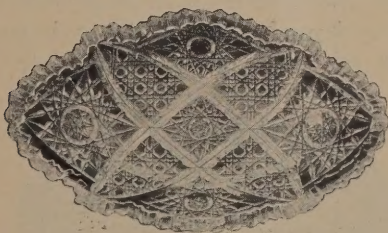
The Pairpoint Corporation, of New Bedford, Mass., whose New York City agency is at 38 Murray Street, manufactures a very high grade of cut glass articles of all kinds and enjoys a splendid reputation. The four pieces that are illustrated here consist of a scalloped, richly cut bowl, resting on a stand. The cuttings show splendid workmanship and a rich, dignified pattern; nothing finer is offered than the artistic rose

popular on their merits. The daisy pattern, by the way, is one of the Pairpoint's latest, having been patented nearly one year ago, and is its exclusive property at this time. The dainty field flower is very cleverly imitated in the cutting and buyers are making a big drive with it.

Six new and good selling pieces of cut glass are contributed by the Jewel Cut Glass Company, of Newark, N. J., whose New York agency is at 57 Park Place, and represented by C. H. Taylor. The Jewel Company makes a very high-grade assortment of cut glass tableware and fancy goods that have made their own popularity. A sixteen-inch cake plate, having the "Bangor" cutting, is referred to first, because it is one of the prettiest pieces the company has ever made; so attractive, in fact, that buyers and impartial judges of cut glass have spoken of it as "one of the finest things in the district." The design and cuttings are unique and very beautiful; the tall decanter, with its tapering form and nicely balanced handle, is also a "Bangor" pattern and a good seller; two of the smaller pieces—a sugar bowl and cream pitcher—known in the trade

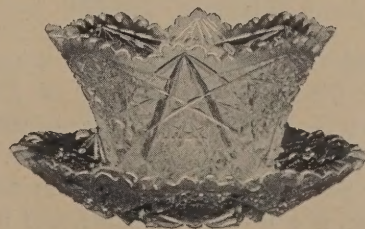


Sugar bowl with La Belle cutting—Jewel Cut Glass Co.



Finely decorated ice cream tray—Eygabroat-Ryon Co.

vase, with its appropriate decoration; it is beautifully cut and the design is true to nature. A daisy bowl and oil cruet, are pretty cut glass conceptions that are



Mayonnaise bowl and plate—Eygabroat-Ryon Co.

as a "sugar and cream," are dignified with the "La Belle" cutting. The company receives good reports of these two and they are among the choicest

pieces made; an oval berry bowl, with deep scalloped edge, is decorated with the "Princeton" cutting and is a fine specimen of the glass cutter's art; the sixth piece is decorated with the "Hanover" cutting and is



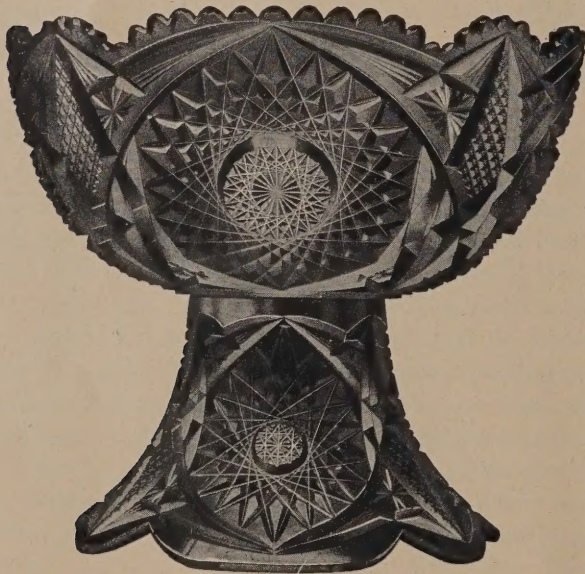
Cream pitcher with La Belle cutting—Jewel Cut Glass Co.



Neatly shaped celery tray—Eygabroat-Ryon Co.

known as a water jug; it has both a scalloped edge and handle.

Three dainty pieces of cut glassware shown were loaned by Messrs. Stewart & Crocker, 68 West Broad-



Richly cut bowl and stand—Pairpoint Corporation

way, New York City, agents for several manufacturers of cut glass. These are the product of J. Halter & Co., Brooklyn, N. Y., and are not only strictly new, but the most recent product of their factory. The trio consists of a flower vase, jug and berry bowl. The decoration used is a Russian diamond, and it has been brought out so cleverly by the cutters as to be unusually attractive. It is a beautiful decoration in itself and catches the eye quickly when the choice cuttings are examined. The Halter line is strictly high grade and classes with the best of American-made cut glass.

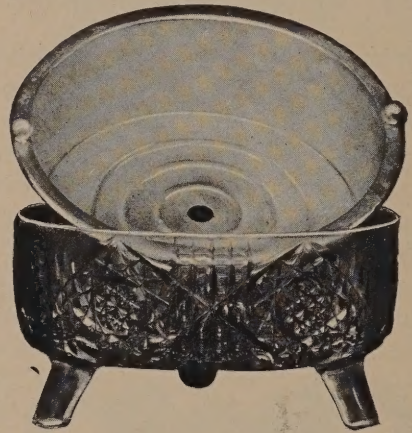
The Russian diamond decoration is proving its worth by large and steady sales.

Another exquisite assortment of high-grade cut glass comes from the factory of George Schneider, Brooklyn, N. Y., and is sold by his representative, F. W. Reichenbacher, 25 West Broadway, New York



Bowl with daisy decoration—Pairpoint Corporation

City. The reputation enjoyed by the maker for producing cut glass of original design, shape and cutting, is far reaching and it is sold to the best trade. There is dignity in every piece and for that reason the output has become very popular. The three pieces illus-



Fern dish with metal inset—Eygabroat-Ryon Co.

trated are a water jug, heavy bowl and vase, and they show well among the makes that accompany them.

Tarentum, Pa.—The Tarentum and other glass manufacturing plants have been put to a great deal of annoyance by the boys they employ, and a great many of them are on the payrolls, with room for more, if they were available. The birth of a new spring has filled the boys' souls with a desire to fish and live outdoors and they, for that reason, quit work without notice and cannot be depended on. All this is particularly detrimental to the glass trade as all factories are busy.



New design berry bowl—George Schneider



Richly cut jug and vase—George Schneider



Daisy pattern cruet—Pairpoint Corporation



Tempting Tableware

THE pendulum has swung from the extreme elaboration of table appointments which was considered *au fait* but a little while ago, to simplicity in china.

The Minton, the Haviland and the Royal Worcester makes of china are showing almost exclusively a decoration consisting of narrow bands, which may be of gold or of some rich color, just touched or edged with gold. The Italian wares show a greater variety of color, and if one wishes rich color designs, in browns or greens, the Cantagelli ware of Florence will be found attractive. An afternoon tea set for two in the Royal Worcester, consisting of the tray, two tea-cups and saucers, sugar bowl and creamer, illustrates the survival and increasing popularity of the plain white in china with the gold band and gold ring, that has been produced for the last 75 years. The set was of white, lined with a soft yellow, and edged with a narrow gold band.

Brass tea services are gaining in favor. These are finished with lacquer so that they will not tarnish and are now to be obtained in many graceful shapes. The copper tea sets are also in demand. These consist of the tray, tea pot, bowl and pitcher in a curious conical shape, with repoussé decoration and ebony handles. Coffee sets in German china, which always include a large porcelain tray, seem to be a fad just now. Separate copper trays, 12 inches by 16, come in either oval or square shapes. Mahogany is greatly used for these trays also, and more inexpensive ones are of green oak with wicker handles.

Silica Deposits Discovered

Large deposits of silica have been discovered on lands owned by Beal Bros., Scottsville, Va. The attention of New York capitalists was attracted and they went there to investigate.

The Beal brothers have concluded to do their own developing, the large deposits of silica rock owned by them having been examined by experts from New York and elsewhere, and pronounced valuable by all of them.



Large water jug—Eygabroat-Ryon Co.



Beautiful vase for roses—Pairpoint Corporation

Any man can look prosperous when things are coming his way, but it takes nerve to keep up when profits shrink and debts increase, and that's when the prosperous appearance is most valuable.

Seen at the New York Agencies

G. H. Woodworth, representative of S. A. Weller, 57 Park Place, promises to soon show his trade something new in the most recent Weller product—ivory art pottery. They will be window boxes and ferns, both oblong and square. The decorations will be in bas-relief, in keeping with the general line and the choicest subjects will be used.

At the showrooms of J. Morgan & Sons, 61 East 9th Street, a large assortment of new portables are being displayed. The firm's new patented glass is used in the making and novel designs appear on it. While the entire line is of the higher quality, it is moderately priced.

The Oriental Glass Co., of Pittsburg, has produced a new line of table glassware, which is being shown at the agency of Paul Joseph, 55 Park Place. The company has three ruby and gold sets, one gold decorated and two full gold decorated sets, each being done on glass of different design.

PERSONAL ITEMS

James Tams, president of the Greenwood Pottery, East Liverpool, O., who recently underwent an operation at a Pittsburg hospital, has been spending a short time with his wife, at Palm Beach, Fla., his health having become greatly improved.

Herbert Goodwin, who has been in Mexico, managing a pottery, has returned to the United States, because the climate of that country did not agree with him.

W. M. Oddie, buyer for the housefurnishing department of the George H. Bowman Co., has arrived from a business trip to Europe.

B. H. Seixas, buyer for the china department of Maxwell & Co., Brooklyn, N. Y., has resigned. Mr. Brinckbauer, a firm member, is acting as temporary buyer.

Henry Siegel, who has succeeded George S. Holloway, crockery and glassware buyer for the old house of Joel Gutman & Co., Baltimore, has been with this house a great many years and for several has been buying for the housefurnishing department. Mr. Siegel continues as head of the latter department. Mr. Holloway has become a manufacturers' agent.

T. Blumenthal, who has been canvassing the west coast of South America for the United States Glass Co. since early in 1909, has returned home.

Ralph Emerson has joined the force of W. V. Snyder, Newark, N. J., as buyer. Mr. Emerson is experienced in the china trade, and was recently with O. D. de la Croix, agent for the American Pottery Co., 25 West Broadway.

P. P. L. Lindhorst, a manufacturer of pottery, of Berlin, Germany, has been a guest at the Alexandria, Los Angeles, Cal.

Joseph A. Roberge is on the salesmen's roster of

the Handel Company, Meriden, Conn., with branch at 64 Murray Street, New York, and has met with great success. This company manufactures special art glass electroliers, decorated shades, etc., of the better grade.

Pietro Nebbia, of the "L'arte Ceramica E. Vetra-via" (Italian Glass and Pottery Gazette), Milano, Italy, has been paying this country a visit and calling at the various pottery and glass headquarters in New York City. Mr. Nebbia called also at the office of Pottery and Glass.

J. H. Venon, the importer, 43-51 West Fourth Street, will make another trip abroad, and will visit the factories in Sweden, at which his pottery and glass products are made. Mr. Venon will depart May 19 by the steamer La Provence and will return July 15.

C. H. Norton, of Geo. Borgfeldt & Co., Sixteenth Street and Irving Place, has resumed his duties after a brief absence through illness.

B. F. Drakenfeld, of B. F. Drakenfeld & Co., 27 Park Place, manufacturers of pottery and glass colors, etc., sailed for Europe on the Kaiser Wilhelm der Grosse the latter part of April, and will return next month.

Herman C. Hupper, the importer, 50-54 Murray Street, will sail for Europe June 7, on the steamship Kaiser Wilhelm II.

Chris Clausen Kaas, agent for the celebrated Royal Copenhagen porcelain, has removed from his old headquarters, No. 1 Hudson Street, to a more attractive showroom in the Crockery Exchange, 25 West Broadway.

John Miller, of Maddock & Miller, 25 West Broadway, sailed for England May 4, on the Cunarder Carmania, and will be absent several weeks.

George B. Jones, of Johnson Brothers, the importers, 46 West Broadway, has gone abroad on a short trip.

John Davison, the importer, and Mrs. Davison, Robert Slimmon, of R. Slimmon & Co.; E. F. Anderson, of George F. Bassett & Co., and W. C. Pitcairn have departed for Europe. Mr. Pitcairn recovered from a brief illness previous to his departure.

The large showroom of the J. Pouyat Co., 37-39 Murray Street, fairly beams with new samples that represent the fine things from the Limoges factories. New gold encrustations are prominent features of the new goods. The sales on these importations have been very heavy, both at the headquarters and on the road.

Paul Joseph, agent for the Duncan & Miller line of fine table glassware, the Eagle Glass & Manufacturing Company's line of lamps and specialties, and the Oriental Glass Co., has recently added to its agency the full line of radium glassware, manufactured by the Millersburg Glass Co., Millersburg, O.

Not in a thousand years could a dishonest proprietor surround himself with honest clerks. The principle of "Like master, like man" is too well grounded ever to be shaken.

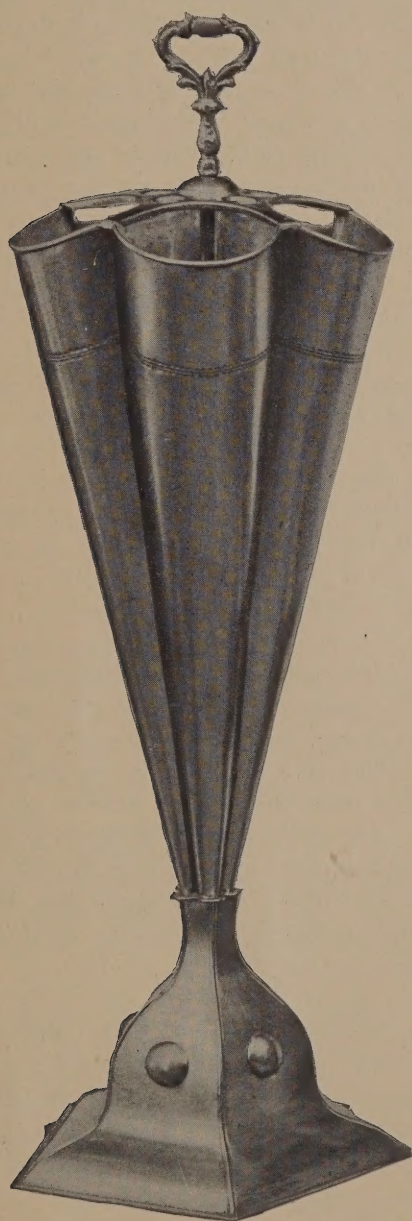
SPECIALTIES IN ART BRASS

THERE is not much in brass that may be called "new," although manufacturers, once in awhile, nowadays, hit upon ideas that enable them to make some change that lends novelty to an article which is as familiar to buyers as goods that are known as "staple."

But, makers of spun and hammered art brass vie with each other in producing wares that are of the somewhat different kind and in that way find something that they can consistently say is new. The brass field is a difficult one in which to delve for novelties, and any of the makers of art goods will admit that

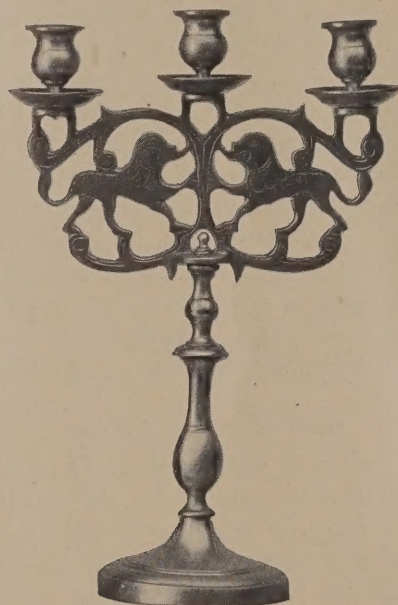
There are not so many things possible to make from brass that each season should be notable for a complete change in ideas and articles. It is to that fact that the scarcity of novelties is attributable.

Business is fair in brass goods now, but it is not what it might be, or what manufacturers wish it were. This is due to the fact that many persons that depart for the seashore and mountains for the summer do not seek wares of this sort as anxiously as if they had just returned and were preparing for new home decorations for fall, winter and spring use, and it imparts to trade a dull complexion.



Umbrella and cane stand. Manufactured by B. Weiner

the same specialties which sold last season continue to sell now, some of them, as stated, having a new decoration applied, or maybe a slight change in shape.



Candlestick from the B. Weiner line

There is, however, a certain demand for brass goods at present and it will continue right along. It is created by weddings, there being many persons that lean toward these goods as gifts, and much is sold for that purpose.



The Weiner cigar holder

In the brass field three pieces that have the merit of being a little out of the ordinary come from the shop of B. Weiner, maker of art brass goods, number 467

Broadway. At this shop has been produced a richly decorated tobacco box that is helpful to smokers, inasmuch as it protects the wooden box against exposure to the atmosphere and in that way keeps the cigars moist. This box is 10 inches long, 6 inches wide and 5 inches high. The cover is decorated with the Russian spread-eagle coat-of-arms, in relief, while on the front are two rampant lions sustaining a shield, which reposes on a wide scroll. A lion's head at either end sustains a ring. The box rests on four fancy curved legs. The rampant lion decoration is said to be the same as was used above the ancient temples of Jerusalem, the theory being that they would protect the sacred things within. This makes the decoration one of the oldest in history. A second very fine illustration is that of a Hebrew brass candlestick with three holders. It stands 14 inches high and is 10 inches wide. The design of this candlestick is particularly beautiful. Besides the curves in the upper and lower scroll and the holders, themselves, two lions are shown face to face sustaining the scrollwork. The shank is of original design and tapers from the top down to a broad sloping base and is without decoration. It is as fine a candlestick as the Weiner shop makes. The tall umbrella and cane stand is a very elaborate article of its kind and is not as heavy as its size indicates. It is 3 feet high and 12 inches wide at the base. The only attempt at decoration is made on the handle. The receptacles will hold a dozen each, umbrellas or canes.

New Home for Potters

PLANs have been completed, a site purchased and the contract has been let for the construction of a permanent home, or headquarters, for the National Brotherhood of Operative Potters at East Liverpool, O. Although the building will occupy a site measuring 45 feet square, and the building will be but one story in height, the foundation walls will be built of sufficient strength to support two additional stories, and these are expected to be authorized within a few years.

The plans were made by Cassius M. Metsch. The contract for construction has been let to the Harvey McHenry Company, and it is planned to have the building completed within six months.

All offices of the National Brotherhood of Operative Potters will be contained in this place. The floor of the foyer will be in the tile and the wainscoting in marble. To the left of the foyer will be a round counter, similar to those in the larger banks, and this will have a marble top.

To the right of the foyer will be a smoking room, and to the south of this will be located an assembly room, measuring 16.4 x 27. It is in this room that conferences will be held of all Brotherhood committees.

To the left of the foyer will be four private offices, and back of the counter will be the general business offices. Quarter sawed oak will be used in all finishings. A complete telephone system will be installed,

individual telephones being in every office, these lines having a connection with a trunk line in the general office.

President Thomas J. Duffy and Secretary-Treasurer Edward Menge, will be the first two officials to use the new building. The purchase of the site and construction of the building was authorized by a resolution passed at the Atlantic City convention last year, when \$15,000 was appropriated from the funds of the organization for this purpose.

All business of the organization will be transacted in the new headquarters, this referring to the sanitary branch of the trade as well as the china and semi-porcelain trades.

Paducah's Thriving Pottery

PADUCAH is distinguished as being the home of one of the most rapidly developing potteries in the United States, as is shown by the growth of the business of the Paducah Pottery Co. since its inception in 1885. At this time the enterprise was founded by J. A. Bauer, and was incorporated with increased capital in October, 1905. During the year 1903 the capacity of the plant was 80,000 flower pots, while the books show a capacity of 100,000 flower pots during the same month in 1909, also a production of stoneware. At the present time the output of stoneware averages 1,800,000 gallons annually, while the output of flower pots is also tremendously increased. The plant consists of a main factory building, a stock room, moulding department and tremendous kilns and warehouses. All pottery is produced from a special quality of clay, which the company receives in carload consignments, and which is prepared and molded on the premises. The clay is particularly hard and dense and results in a smoothly finished and almost unbreakable quality of stoneware. The kilns in which the pots are fired permit of a regulated temperature which gradually reaches white-heat and is then slowly cooled, which prevents cracking or breaking of any ware. The jugs are tested by hydraulic pressure of air and water. The decorating department is most interesting, and a number of people are employed. The trade covers the South generally, the company shipping the product both by rail and water. The Paducah Pottery Co. is under the direction of J. A. Bauer, president, assisted by H. Manton and Allen Seiberling, secretary.

The British steamer Oriana, from Fowey, England, recently arrived at Portland, Me., having aboard the largest consignment of china clay (5,900 tons), that ever reached that port. It was consigned to points in Maine and New Hampshire, Boston and Newport News, Va.

The time to advertise is all the time. The time to advertise the most is when business slackens. When you see a dull time coming, use more printers' ink, and it will help business.

HINTS ON WRITING ADVERTISEMENTS

By W. B. McAllister

OF the mistakes made by storekeepers, none is more serious than that of using slovenly advertising, or advertising with "Catch" lines and cuts that savor of cheap humor, rather than a reference to the goods that it is desired to sell to the public.

Advertising is a serious proposition, if based on no other theory than that of the expenditure of money, and for that reason should be given the most careful thought possible, and a dignity should attach itself to the wording and composition calculated to impel respect and a desire to read every word from headline to the firm's name below.

If it were not for the fact that some storekeepers think they understand the art of writing advertisements and go blundering ahead, regardless of the damage they are doing the goods they seek to sell, there would be vastly more good reading matter in the advertising columns of newspapers, magazines and trade publications than are found today. When it is known that so many people read advertisements, one would suppose that the man who hopes to reap a good profit from what he invests in paid advertising, would assume the responsibility of seeing to it that his proposition gets before the reading public in the most attractively written advertisements possible to devise.

Just because the article you wish to sell is modestly priced and what is known as "cheap goods," that is no excuse for letting people who might call to purchase, know about it in language so unrefined and undignified as to make the goods appear to be positive bargains as compared with it. If a piece of merchandise is worth selling it is worth decent publicity and that fact has been demonstrated time and time again by merchants who fill their advertisements full of the spice of clever argument, written in convincing, readable English.

The writer once approached a shoe merchant who had just thrown his store open to the public and asked him if his goods were really as good as his advertisement described them to be. An affirmative reply came quickly. He was surprised to be told that his announcement not only did not contain the best form of English, but he was devoting nearly one-third of the space he was paying for, at agate line measurement, to calling attention to his name, which appeared at both the top and bottom of the ad. This was in black-face type and stood out so prominently as to throw a grim shadow over the men's, women's and children's shoes, that he was anxious to sell at captivating prices. Every publication that prints paid-for advertising, sells its space at so much a page, or fraction thereof, or if it is a newspaper the space is sold generally by the line. That being so it's not a sagacious bit of business to

devote a third of the space to exploiting the firm's name, because people wish to buy the bargains and not the firm. The proper form is to exploit the goods at the top with headlines in type about twice as prominent as the firm's name, which should always appear at the bottom, and never elsewhere in the advertisement.

A poorly written advertisement, or one that is not architecturally correct, doesn't carry with it the influence that goes with the better kind. That is an argument that has been borne out again and again, wherever clever and badly written advertisements have appeared together with the same aim in view.

That an advertisement may be made attractive and convincing does not imply that it should contain some phrase entirely foreign to the goods you are selling, or a slang word that has no other excuse for being used than to attract the gaze of the reader. Refined people delight in reading a wholesome, cleanly written advertisement, and it is particularly desirable that merchants who would make friends of customers, refrain from the thoughtless habit of making reference to certain subjects that offend good taste, while reflecting on the kindlier natures of women.

Allusion is made to this phase of advertising publicity as a warning to merchants who offend, while merely attempting to be funny, and that's why serious thought should always be given to every advertisement that leaves the store.

An example of how an advertisement, intended to be both funny and "catchy," became generally offensive, because it reflected on the sanctity of the home, is given, in the hope that it will cause those merchants who read this to think well before they decide to print advertisements that are better calculated to injure than benefit their business. The offender in the premises was a department store concern that should have known better. The occasion for publicity was a reduction in the prices of china, and attention was directed to the sale by this caption, "Break in China Prices." This was entirely appropriate, but the offence was committed when the cut accompanying showed a husband and wife hurling china at each other, while engaged in an angry brawl. A woman of keen sensibilities seeing such a wild and inexcusable display in connection with an advertisement of a china sale, must surely attach but little importance to the event.

What the good caption should have had to help carry a convincing argument, was a genteel cut of a group of decorated china, with a description beneath and the prices displayed in black-face figures. Such an advertisement draws trade and makes women

watch out for more like it. But, a cut showing man and wife engaging in a fight with china, doesn't advertise anything; it is simply an offense against good taste and works injury to the store that uses it.

It is hardly worth mentioning that women represent fully ninety per cent of the buyers who purchase china and glassware at retail and it behooves every merchant who hopes to retain the patronage and good will of womankind, to give his advertising publicity the greatest care and entrust the writing of such only to those who have keen judgment in the use of English and discernment as to the cuts.

The most dangerous thing a merchant can trifle with is the stereotyped form of "stock cuts" that are bought by the dozen at small cost and are expensive at any cost, on account of the manner in which they mislead. The cut used to exploit the china sale was one of this class. Another that had a long run showed an intoxicated man clinging to a lamp-post. It was used extensively by a furniture dealer, until a friend suggested that it was not only offensive, but could not, by any possible stretch of the imagination, be construed to have any connection with furniture, after which the dealer removed it and used cuts of the latest goods carried in his stock. The result, of course, was favorable to increasing sales.

It is always better, therefore, to use wisdom in presenting propositions to the purchasing public and when the advertisement is to be considered, then make it read strongly, honestly, and convincingly, eliminate all suspicion of insincerity and use cuts that illustrate what you have to sell. In any event don't use the vulgar stock cuts referred to; you might better have your announcements go before the public without cuts at all.

The B. F. Drakenfeld & Co. Colors

B. F. Drakenfeld & Co., 27 Park Place, New York, report business in pottery and glass colors, materials for decorating china, glass and enameled ware, oxides and chemicals, as being steady, with large demands on their products. The goods made by this house are of the old reliable sort, long used in the trade.

Book Notes

The Potter's Craft, with 42 illustrations and plates, by Charles F. Binns, Director of the New York State School of Clay-working and Ceramics and Technical Editor of Pottery and Glass. Published by D. Van Nostrand Company, New York City. Price \$2.00.

The Potter's Craft is the outcome of an experience extending over a period of 36 years. Mr. Binns, in his preface, says, "Written teaching must be imperfect, but I have endeavored to set down the exact methods by which my students are taught, in the hope that those who cannot secure personal instruction may read and understand." The table of contents consists of 18 chapters and each treats of a single feature pertaining to the craft and covers it technically and practically. To all interested in the ceramic art, either as

devotees or practical workers, Mr. Binns' book cannot fail to be of absorbing interest and value. There are 21 plates showing pieces of pottery in course of making, pottery built and thrown in the Alfred, N. Y., studios, and some of the tools used for the purpose.

The book may be obtained from Pottery and Glass. Postage additional to price.

Old Chinese Porcelain, with 16 illustrations, by Egan Mew. Published by Dodd, Mead & Co., New York City. Price \$1.00. The author in his customary painstaking way, has filled seven chapters with an interesting description of old Chinese porcelains of the rare and sought-after kind so interesting to collectors. The information given may be relied on as being authentic, as Mr. Mew has been a diligent and persistent student of ancient pottery and is a recognized authority on the subject. There are 16 illustrations, 8 of which are in several colors, faithful to the pieces they depict. All of them are extremely beautiful specimens and they are suitably described by the author.

The book may be obtained from Pottery and Glass. Postage additional to price.

Testing Coal Mine Clay

For some time manufacturers of pottery have been casting wistful glances toward the clay that is removed from the coal mines at Marseilles, Ill. Tests have been made, and though not complete as yet, the indications are that the quality is good, to say the least. If further investigations are as favorable as those of the past, it is not improbable that these dumps of clay may be the foundation of a great industry for that place.

Largest General-Ware Kiln

What is said to be the largest general-ware kiln in this country is being constructed at a New Castle, Ohio, plant. It will be used for sanitary pottery firing. The dimensions are 23 feet, inside diameter, which is 5 or 6 feet larger than the largest general-ware kiln now in use.

Eastern Potters Optimistic

The spirit of optimism pervades the potters of the East. Not only are the manufacturers of electric porcelain goods and sanitary ware operating under very encouraging conditions, but china manufacturers and decorators are busier than a year ago at this time, while the vitreous porcelain and scheme-goods potteries are working to capacity.

Imports at Port of New York

Week ending	China.	Earthenware.	Glassware.
April 2	\$80,459	\$11,117	\$43,535
April 9	41,578	11,141	26,729
April 16	57,842	11,897	22,995
April 23	45,857	12,369	36,850
Total	\$225,736	\$46,524	\$130,109
Same period 1909.	\$205,112	\$24,949	\$112,089

Pottery and Glass is the buyers' guide.

PORTABLES FOR ELECTRICITY AND GAS

THE busiest season in the lamp and portable trade is about beginning, and the promise is that it will be as good as any season in the past and better than has been experienced in the last two years. Those who deal in these goods have expressed this opinion.

Electric and gas portables and hanging domes have come to the front very rapidly in recent years and both are now regarded for the artistic beauty that is applied to their manufacture, art glass inserted in leaded and zinc frames prevailing. Some are made with imitation leaded frames, this being a recently patented method of making up the goods. Stained glass is the most recent idea.

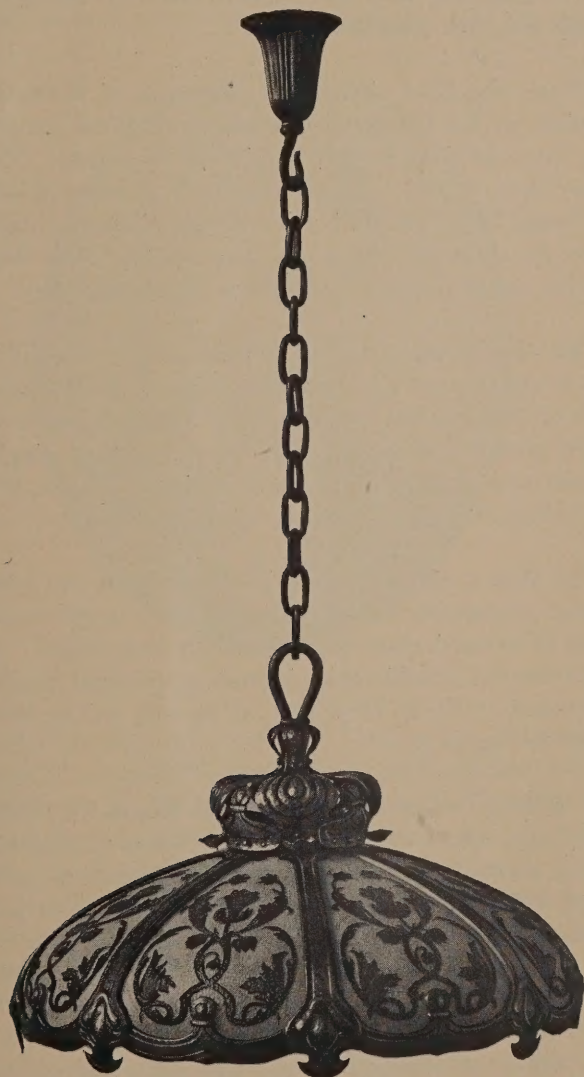
but the bases and legs upon which they stand, many of these being very elaborate.

John Morgan & Sons, 61 East Ninth Street, New York City, are manufacturing a very large and high



Portable with stained glass shade—J. Morgan & Sons

grade line of these goods. One of them is shown here. It is a stained glass shade, 23 inches in diameter on a base and leg 26 inches high. It is made of hammered brass with ornamental stem and has three lights for electricity. The decoration used is the acorn, and the colors are red, yellow and blue. The other illustration shows a fine electric dome of three lights. The dimensions are the same as the portable, and the decoration is a series of leaves and vines. The shape is very artistic, as well as the framework. At the top of the dome is a crown, done in beautiful style, and to it the chain is attached. The spring assortment is among the choicest on the market, and there is a great variety of them. A feature of these goods is that the design used is part of the glass itself; it is burnt and fired and is permanent. The process of color application and color fusion fortifies the glass against breakage. By reason of the process used, one is enabled to obtain brilliant color schemes at reasonable cost.



Modern stained glass dome—J. Morgan & Sons

There is practically no limit to the cost of the electric and gas portables and domes; it is all a matter of size, quality and decoration, and it may be said that the styles of this spring entail the most beautiful and ingeniously made goods that have yet appeared. The decorations do not apply merely to the domes,

Gilding Glass or Porcelain

The Scientific American in a recent issue printed the following formula for gilding glass or porcelain: "Prepare a mixture of 900 parts of lavender oil, 100 parts of gold chloride, 5 parts of bismuth subnitrate and 50 parts of chrome soap. After application, leave the mass to dry and bake the article in a muffle furnace. A brilliant gilding will be produced without further treatment."

GATHERED IN GOTHAM

There is a strong feeling throughout the district in favor of closing places of business at noon Saturdays, until Labor Day. Many firms have signed the petition circulated by the Board of Trade and it is believed the custom will become general.

On May 20 there will be presented to the President of Cuba a beautiful service of stemware, consisting of one thousand pieces. It is a new and exclusive product of Baccarat crystal, of most beautiful shape, the decoration being a flower of the daisy family, which occupies three-fourths of the goblet, the remaining quarter bearing the coat-of-arms of Cuba. The decoration is heavily encrusted with coin gold, making one of the most attractive and dignified glassware services that has yet been produced by the Baccarat plant. There are in the service 100 pieces, each of ten different sizes, making 1000 all told. The Baccarat products of French glassware are sold by A. Gredelue, 43-51 West Fourth Street. It was through Mr. Gredelue's agent in Cuba that the order for the Government head was obtained.

Graham & Zenger, 38 Murray Street, have among their Theresienthal products of high-grade glassware a beautiful line of stemware crystal, with dainty border decoration, heavily encrusted with gold. The crystal is of the faultless grade and the shapes decidedly new and original. It is one of the prettiest lines this house has yet imported.

There is silence in the import trade just now, so far as out-of-town buyers are concerned. The season, in other words, is over. Many of the agents, themselves, have taken to the road while the regular traveling men continue to cover territory and send in orders. Business received from these hustlers keeps things moving at headquarters, but in a technical sense the spring selling is over.

An agent in the district, who dwelt on the attractiveness of gas and electric appurtenances, remarked that art glass domes, portables, etc., were never more beautiful than at present, nor were they ever as low priced. These goods are keeping pace with the times and the new goods now being shown are certainly in line with the best things that are appearing.

Stewart & Crocker, agents for high-grade cut glassware, 68 West Broadway, represent the fine cut glass line made by J. Halter & Co., Brooklyn, N. Y.

Some very artistic gas and electric portables, domes and lamps have arrived at the various agencies, for spring selling. The sample lines are very extensive and the usual pretty effects worked with art glass and metal have been brought out to the full extent of their value.

William Warrin, 25 West Broadway, has taken on another line of goods. This time he has secured the line of glass top salts and peppers made by the L. E. Smith Co., Mt. Pleasant, Pa.

Those who have visited the showroom of James P. Gordon, in the Crockery Exchange, 25 West Broadway, are profuse in their praise of its beauty. The classy lines of the Jones, McDuffie & Stratton house are beautifully displayed, with plenty of electric light effect to show off the novel decorations. And Mr. Gordon always extends such a warm welcome, too.

The most recent arrival of Teplitz ware is on exhibition at the store of Koscherak Brothers, 29 Park Place. It is of unusual interest, as a very fine assortment of fancy pottery, showing, as it does, beautiful single figures and groups in graceful posings. While the art is high, the same does not apply to prices.

The Westmoreland Specialty Co. has come out with a new proposition in glassware. It is a sugar bowl made of pressed glass and of entirely new shape. It has attracted considerable favorable comment at the showroom of W. R. Demorest, 46 Murray Street, who holds the agency.

A novelty being shown by John Nixon, 66 West Broadway, who handles the Fostoria Glass Company's line, is a set of glass top salt and pepper shakers, provided with silver and non-corrosive bands. The latter are so arranged that no condiments come in contact with them, thereby precluding the possibility of verdigris accumulation.

A tower of strength among the goods carried by Maddock & Miller is the openstock English dinnerware. The patterns are as numerous as they are attractive and go to the finest trade. The new patterns, however, haven't a monopoly of patronage, as a few "old reliables" are among the best sellers.

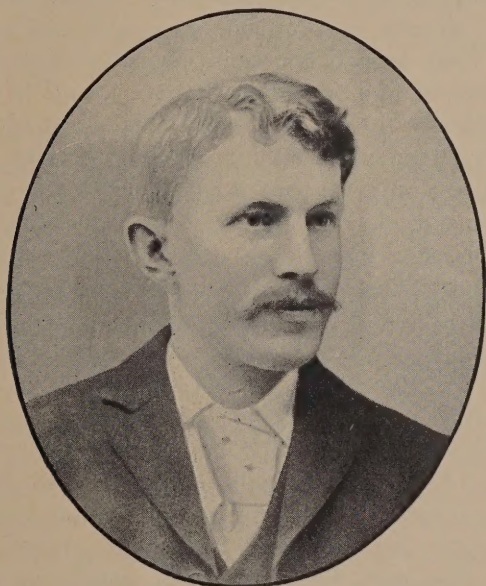
"Chanticleer" goes well, even with pottery. Fondeville & Van Iderstine, 37 Warren Street, handle it.

An Eminent English Chemist

SUCH is the intricate nature of the operations involved in clay working, that long experience is usually deemed necessary before any investigator can secure a mastery of the subject. It is sometimes found, however, that a scientifically trained man can adjust himself to the conditions of the industry in such a way as to make a notable mark in the field. When this is the case it might be expected that freedom from the traditional viewpoint, coupled with the faculty for observation which is cultivated by scientific study, would enable one to achieve new and important results.

It is never easy to graft a new science upon an ancient art, and among those who have succeeded in so doing, Dr. J. W. Mellor, of the Staffordshire Technical Laboratory, in England, stands among the foremost.

Dr. Mellor entered the Staffordshire field as a High School teacher. He had already won distinction in physics and chemistry and had specialized in the de-



Dr. J. W. Mellor

partment of physical chemistry. When Mr. Jackson accepted a commercial position and resigned the post of instructor in the Technical Laboratory, Dr. Mellor secured the appointment in open competition. In his High School work he had become interested in the local industry of North Staffordshire and when he turned his whole attention to the science of ceramics, his influence was at once felt.

Dr. Mellor was born in Huddersfield, Yorkshire, and pursued his college work in the University of New Zealand. He entered the University of Manchester to conduct post graduate work and obtained the degree of Doctor of Science in 1902. The following year he began his work as instructor in pottery at the Victoria Institute, Tunstall, Staffordshire, and the allied institutions in the pottery district.

Dr. Mellor's work, part of which appears in the annual transactions of the English Ceramic Society, is of a very high order. He seems, moreover, to have

inspired his students with a remarkable amount of enthusiasm.

By reason of the ancient character of the art, to which allusion has already been made, practical potters are not easy to influence on behalf of the value of scientific research, but Dr. Mellor has apparently made a stride towards capturing the industry in England.

Many American potters are interested in the work which Dr. Mellor is doing so that we are glad to present a cut of him and to add our own tribute to and appreciation of his successful efforts.

B. W. Jacobs Has Resigned

B. W. JACOBS, for the past two years general manager of the Jefferson Glass Company, Follansbee, W. Va., during which he met with marked success, has severed his connection with that company and has no further interest in it. Circumstances were such that he found it to his interest to withdraw, all of which he regards with profound regret. While with the Jefferson Company, Mr. Jacobs made many good friends, both among his associates and in the trade, and in making the present change expresses his personal appreciation for the loyalty shown him at all times and hopes that he may retain this friendly connection in whatever enterprise he may enter into.

Patent Claims Allowed

The following patent claims have been allowed H. C. Fry, Rochester, Pa., by the United States Government. A glass-melting pot constructed with a hollow crown above the metal line of the pot to form a charging and fusing chamber, the crown cavity being open only to the pot interior and to the exterior of the pot-heating furnace. A glass-melting pot wholly closed to the furnace in which it is heated, the pot crown being hollow above the metal line to form a charging and fusing chamber, said chamber sloping downwardly from front to rear.

Newly Elected Officers

The newly elected officers of the National Association of Manufacturers of Pressed and Blown Glassware are as follows: President, E. J. Barry, Toledo, Ohio; vice-president, M. W. Gleason, Brooklyn, N. Y.; treasurer, J. D. Wilson, Tarentum, Pa.; secretary, John Kunzler, Pittsburg, Pa. The following named gentlemen constitute the executive committee: M. W. Gleason, Brooklyn, N. Y.; H. McAfee, Coraopolis, Pa.; W. A. B. Dalzell, Moundsville, W. Va.; A. J. Smith, Jeannette, Pa., and George R. West, Grapeville, Pa.

Yellow and Rockingham Ware

Although not many potteries are making Yellow and Rockingham ware, yet this is a line of industry that is coming rapidly to the front. Those in the East Liverpool section are enjoying a prosperous trade.

Pottery and Glass is read by the buyers.

New Ideas Are the Life of Business

THE man who "never did business like that" is gradually weeding himself from the mercantile field. When confronted with the problems of the present and having suggested to him certain sources to pursue, he puts up the plea that he has never done business that way, has heretofore been successful and sees no reason why he should modify, change or add to that which has fetched him where he is. He keeps on for a while in the way he is going, and although he insists that he is doing good business, he knows that something is wrong, somewhere, but he still sees no reason for adopting new-fangled ideas. If we can't make up our minds to do the things of to-day as the necessities of the day demand and shape our methods according to the particular requirements of the present, we'll sooner or later find that he who has a way of his own of doing things, and persists in doing things that way under any conditions, will get left far behind in the race for business. A man goes to bed with a clear conscience that he has fixed his business properly for the problems he has contended with during the day, but he wakes up to his business the next morning with some new series or sets of trouble confronting him that demand other treatments. Ignoring or passing over won't rid his business of the annoyances, and because he didn't have them to contend with ten or twenty years ago, he fools himself expensively if he attempts to let them go unnoticed and unconquered. It doesn't make any difference how we did business some other day, the problems of to-day are the ones that demand our attention to-day, and if we don't know how to handle them, it is up to us to find out immediately.—Toys and Novelties.

Cutting and Engraving Glass

TO beautify glass by cutting and engraving is an art which dates back until the history of glass making "is lost in the twilight of fable."

There are three very good specimens of lamps of Egyptian make in the South Kensington collection, which bear the names of persons who either made or decorated them. The artist in two examples designated himself as "Rashim," *i. e.*, one who marks. Coins, weights and tokens of glass have been found made under the Arabian rule, inscribed with the names Fatimite, caliph of Egypt, in Cufic characters. One of these brought from Upper Egypt, was inscribed by order of Obeyed Allah, son of Alkhebkhad; another at Paris bears the names of Al Mo-izz, who reigned in Egypt from A. D. 952 to A. D. 955. Three examples in the South Kensington collection bear the names of a certain Amar—the Fatimite caliph, El Masturaser Billah, A. D. 1035 to A. D. 1094, and El Hakim, A. D. 996 to A. D. 1020.

Quoting from German authority: "In St. Mark's, at Venice, is a five-sided bowl. On each side is the crude figure of a hare; on the bottom are four Arabic characters signifying, according to Mont-fancan,

God, the Maker." The figures as well as the inscription are in bas relief, and are cut with a wheel. There is a tradition that it was a present from a king of Persia in 1470, but the figures and characters are of earlier date.

In the possession of the Rothschild family is a large basin and bottle bearing the inscription of El-Meleek El-Ashraf—a name borne by several Sultans of Egypt and Persia in the thirteenth century.

M. Labart mentions a shallow basin in the Musee de Cluny as bearing the titles of Muleek Adhel, who reigned in Egypt from A. D. 1274 to A. D. 1294. All are cut with a wheel.

About the sixteenth century Bohemian glass manufacturers made a fine crystal glass well adapted for engraving. One Casper Lehman, about 1609, received from Emperor Rudolph the title of lapidary and glass cutter to the court. He worked at Prague; had one Zacharias Balzer as assistant, also one George Schwanhart, who obtained from the Emperor a continuation of Lehman's patent. Schwanhart afterward worked at Nuremburg and Ratisbon, and died in 1696, leaving two sons, George and Heinrich, who survived him for many years. Dying in 1696, he is believed to have discovered etching on glass by a drop of aqua fortis falling on his spectacles. He drew figures on glass with varnish, eating the outside off, leaving the figures in relief. Herman Schwinger, about this time was also a noted glass engraver at Nuremburg. One of his productions is in the Slade collection of the British Museum.

Prosperity Parade June 11

ON June 11 there is to be a large prosperity parade in New York, in which it is figured that upwards of 12,000 traveling men will participate. Among the large mercantile houses that are promoting this celebration, are Geo. Borgfeldt & Co., the pottery, glass and toy importers, Sixteenth Street and Irving Place.

The big parade will occur in connection with the convention of the Grand Council of the United Commercial Travelers. The members will be in town June 9, 10 and 11, and according to a statement credited to A. E. Morford, chairman of the Prosperity Parade Committee, this will be the largest convention New York has ever had. The pottery, glass, lamp and brass industries will be largely represented in the gathering, as each employs a great many traveling men.

John Wanamaker said, "A store without a show window is like a ship without sails." Whatever you do, keep the sails spread; keep the windows working.

New Bedford, Mass.—The case of the Pairpoint Corporation vs. the Thomas Shatton Cut Glass Works, of Brooklyn, for infringement of its "Daisy" design, patent granted May 11, 1909, was decided April 20, 1910, in the United States Circuit Court for the Southern District of New York in favor of the plaintiff.

PENCILINGS OF POTTERIES

Logan, O.—Two new kilns are being built at the plant of the local pottery, same having been authorized at a meeting of the board of directors.

Kittanning, Pa.—The Cook Pottery Co. is doing such a large business in hotel china that four factories are now in operation. One each is located at this place and Ford City, Pa., and two at East Liverpool, O.

East Palestine, O.—The stockholders of the recently organized W. S. George Pottery Co. have elected their board of directors as follows: W. S. George, James F. Stoddard, C. F. Doll, Robert N. Logan and J. B. McGaffic. They organized by electing J. B. McGaffic president, Robert N. Logan, secretary and W. S. George, treasurer.

Salineville, O.—The National China Co. has started clay shops at No. 2 plant and has also placed its first bisque kiln. It is proposed to care for all the business of this factory through the general offices at this place.

Wheeling, W. Va.—The Riverside pottery, located on Fourth Street, one of the plants of the Wheeling Potteries Company, has been sold to satisfy a deed of trust of the Wheeling Potteries Company, executed in favor of Alfred Caldwell, trustee. The property was knocked down to John E. Wright and Nelson Hubbard, at their bid of \$80,415.91. The purchasers represented the stockholders of the La Belle and Wheeling potteries, the older companies that had absorbed the Riverside, and it will be transferred to the Riverside Sanitary Manufacturing Company, recently chartered in the state. The present management of the plant will be continued for a short period, as the new owners are practically the same as the old.

Another report in pottery circles is that if the Mannington Pottery Company, of Mannington, W. Va., will take over La Belle and Wheeling potteries—properties of the former Wheeling Potteries Company, it is understood that both plants will be used for the exclusive use of manufacturing sanitary ware. Never was a sanitary pottery more crowded with orders as is that at Mannington. Its mail and duplicate business is of such a character that it is seldom the firm is compelled to put a salesman on the road. To place the two idle potteries at Wheeling in operation would mean the resumption of 18 glost and bisque kilns that have been inactive for over two years. There are eight kilns at the Riverside plant, which is also in the sanitary end, but these have been active right along.

Macomb, Ill.—The directors of the Western Stone-

ware Company at a recent meeting at the offices of the company in Monmouth voted to run the various plants continuously in the future.

Minerva, O.—The Conservative Owen China Co. is optimistic regarding the business outlook for pottery. An official of the company advises that business is exceptionally good and the plant is now on a paying basis. Not only that, but the erection of a new bisque kiln has been begun. This kiln is only a start in the erection of new kilns and it is hoped to soon have the plant in full operation in all departments.

East Liverpool.—Not in years has the domestic pottery and china trade been as brisk as this season. The 50 or more potteries in the West, those making sanitary ware in West Virginia and Ohio, the stoneware potteries in Central Ohio and the domestic potteries in this vicinity are working to the limit, orders being more extensive than at any time since the early part of 1905 and 1906. There is no branch of the clay working industry in the western Pennsylvania, Ohio and West Virginia territory that is not in good condition. With domestic potteries, orders started to come in fast early in January, and they have continued unabated. The opening of the spring buying of domestic pottery has proved that 1910 is bound to be the greatest dinner ware year in a decade or two. Buyers in all parts of the country are anxious to have large assortments of open stock patterns on hand for the retail trade, and this is keeping the potteries busy.

There has been a decided advance in the character of the domestic pottery so far as quality is concerned. In the body and glaze of the American pottery there has been a decided improvement. The manufacturers of decorating materials have also advanced in their product, and these instances added the manufacturer is in better shape to produce a better article than ever.

While there has been no tendency to increase the price of domestic pottery, it is said by some that if the demand for certain decorations continue, lists will advance, more with the idea of keeping down business on these lines than anything else.

Buyers of scheme or premium goods have been flooding the markets with orders, the pottery manufacturers having more of this business offered them this season than at any time during the last four years. Some of the potteries in the eastern Ohio territory are running to their capacity on these orders. Other pottery manufacturers refuse to touch this class of business as scheme goods must be sold cheap.

The Colonial Pottery Company is enjoying a prosperous trade and has not lost one kiln this year.

RETAIL TRADE NOTES

Henry Hintz, a merchant of Harris, Iowa, has leased the storeroom at 218 South Phillips Avenue, Sioux Falls, S. D., for the purpose of engaging in the crockery, glassware and house furnishing business.

The People's Department Store at Grand Rapids, Mich., which has been conducted by R. S. Phillips as manager, has gone into the hands of a receiver, having filed a petition in voluntary bankruptcy. The company's assets are placed at about \$15,411.67, and the liabilities at \$12,698.51. J. E. Kelly, of the law firm of James & Kelly, Bowling Green, has been appointed receiver.

In the business section of Kennewick, Wash., the handsome brick block occupied by the Ashbaugh Company's department store has just been completed.

The T. Eaton Company, Winnipeg, Man., has secured a permit for an additional story to the large department store building. This will make the structure eight stories high, and the most massive building in the city.

Hardy & Co., china dealers, Des Moines, Ia., have leased additional space. The department store itself is remodeling its offices on the fifth floor and they are now to be located in the northwest corner of that story.

Harry J. Schroeder has purchased the McKiernan variety stock, at 721 Second Street, Madison, Ia., and is arranging to reopen the store.

The new department store of G. W. Smith and Co., Greentown, Ind., will open its doors to the general public with a complete line of general merchandise.

It is reported that the Siegel-Cooper Company, of New York, is negotiating with the Adam Schantz estate for the acquisition of a site for the erection of a modern department store here.

George L. Johnson is about to open a new department store at Mesa, Ariz., his former quarters having become too small.

The handsome new department store of the Wilson Company, at 563-565 Main Street, Buffalo, N. Y., has been opened for business. It is one of the finest stores in the city.

Members of the Johnson-Hill Company have been visiting stores in Appleton and Sheboygan, Mich., with the purpose in view of erecting an up-to-date large department store in Grand Rapids.

J. A. Kosted and Son, two business men of Centralia, Mo., and formerly proprietors of the Hubb's store at Springfield, Ill., are trying to secure a location to start a large department store.

Plans for the new building to be erected by Hochschild, Kohn & Co., Baltimore, Md., in connection with the large department store at the northwest corner of Howard and Lexington Streets, have practically been decided upon, and it is the intention of the owners to

build an eight-story structure fronting on Howard Street, between the main building on the corner and the Hutzler Building. The new structure will extend back to a lot immediately in the rear of the Murphy's furniture store, on Lexington Street.

Among the buildings that are planned for early spring construction in Orange, N. J., is a two-story brick department store to be built for Adolph Stein, at 314 Main Street.

Work upon the two-story addition to Simon Nelson's department store, Central Valley, N. Y., has been begun. The cost of the building will be \$3,000.

Edward Schuster & Co. will erect a new department store building at Vliet and Twelfth Streets, Milwaukee, Wis., to cost about \$250,000. It will be six stories in height and will have ground dimensions of 150 x 150 feet.

Under the name, The Norwalk Mercantile Co., a new corporation has been formed at Norwalk, Ia., to conduct a department store. Work has been commenced on the structure and it is expected that the store will be opened by July 1.

Ellensburg, Washington's first large department store is to be opened soon by Tacoma business men under the management of A. Hineman. The Shoudy Block at Third and Main Streets has been leased.

There have been persistent rumors in business circles in Trenton, N. J., to the effect that the Kresge Five-and-Ten-Cent Store Company, which has extensive business interests in Philadelphia and other large cities, has closed negotiations for rental of the Fischer shoe store on East State Street and will occupy it as a five-and-ten-cent store.

The Pacific Crockery and Tinware Company has just leased from F. W. Braun a large concrete building, on East Third Street, adjoining the Santa Fé freight yards, Los Angeles, Cal.

The Potters' Outlet Company, Harrisburg, Pa., has opened an exclusive pottery store at 215 Market Street. This store will carry everything in the pottery line, and the entire first floor of the building from Market Street to Blackberry Street is stocked with pottery of every description. Hundreds of thousands of pieces occupy the shelving and counters, comprising dinner ware, crockery, jardinières, pedestals, jardiniere and umbrella stands and other articles.

Lewis-Waller Co., Sells Control

L. C. Lewis, treasurer and manager of the Lewis-Waller Mercantile Company, owners and operators of the basement department of the Dayton Dry Goods Company, Minneapolis, has sold control of the business to W. F. Lewis of the Geo. H. Bowman Company, Cleveland, Ohio, who will operate it in connection with the Syndicate Trading Company's stores.



Highly decorated table assortment from Austria—John Wygand & Co.

IMPORT TRADE ASSUMES A QUIET AIR

A CONDITION that always prevails in the import trade is that at certain periods of each year business is brisk and at other periods it is very dull. The importers recognize the spring and fall seasons only, when buyers call and place orders for future delivery—about six months from date of the transaction.

At present the quiet season prevails, so far as selling from agencies is concerned, and the bulk of the business done comes through the traveling salesmen and, in some instances, the heads of concerns, who make it their business to go out each season and call on the trade. The dull season will continue well up to August, when the fall buying will begin from the samples of new goods that will arrive and be on exhibition by that time.

But there are always meritorious articles in the import market that are desirable for illustration and a few of these are presented in the interest of buyers who are constantly on the lookout for the new goods shown in this magazine.

An attractive and fine appearing line of goods that made a hit with buyers as soon as they made their appearance, and are becoming more popular day by day, is a miscellaneous lot of tableware and fancy

goods, gold decorated throughout and wearing a lustre as brilliant as a sunburst. They are French white china, made at Limoges, but on reaching here were transformed into gold by a special process of application. The Wheeling Glass Letter and Novelty Company, of Wheeling, W. Va., is the concern that does the gold decorating, and Max Herbert, 42 West Broadway, New York City, has the exclusive agency. A close study of the shapes, as shown in the accompanying illustration, readily convinces one of the beauty of the goods, aside from the gold decoration. The pieces shown are but a few of the large assortment that the line contains; others are fancy boxes, vases of various sizes, puff boxes and numerous articles classed as fancy goods.

An assortment of white china, of the highest grade and most dignified shapes, is known as "Palatin." It is imported from Palatinate—the china-making district of Bavaria, and for excellence of body and glaze is not surpassed by the finest made. The shapes are the very latest creations in plain surface designs and are unique in lines and proportion. The accompanying illustration bespeaks the attractiveness of these goods, which have a very large sale among decorators all



Encrusted gold French china decorated in America—Max Herbert



Beautiful assortment of hand-decorated fancy goods—Vogt & Dose

over the country. Headquarters for "Palatin" china are at 32-34 West Twentieth Street, New York City. Hugo H. Frendenfels is general manager.

Vogt & Dose, 43 Barclay Street, importers of open stock Limoges china and fine fancy goods, show in this number a pretty assortment of meritorious fancy goods. These consist of a hand-painted teapot, sugar and cream, and cup and saucer, from their own factory. The decoration consists of festoons of roses, wild flowers and leaves. Each piece is encrusted with gold which, contrasting with the bright colors and green leaves, gives the set a charming effect. They have been good sellers since arriving; in fact they quickly installed themselves as favorites.

From Austria comes a highly decorated assortment of tableware, that are so good that they give no indication of the low price at which they sell. The decoration used is a broad green border, with gold tracing and violets, as the flower. John Wygand & Co., 41 Park Place, are the importers, and they say the entire line has been accorded extensive sales. There are 134 pieces in each lot.

Fine Line of Colors and Chemicals

The Mason Color and Chemical Co., 220-222 Wal-

nut Street, East Liverpool, O., are producers of high quality under-glaze and enamel colors for china, earthenware and glass; also oxides for enamels. The goods manufactured by this concern enjoy wide popularity wherever pottery and glass are made.

Mr. Goebel Sails For Europe

On Thursday, May 5, Mr. Julius Goebel, head of the firm of J. Goebel & Co., 129 Maiden Lane, New York City, sailed for Europe on the ocean liner George Washington of the North German Lloyd line, the intention being to spend six months abroad, combining business and pleasure. However, the main object of this visit, as has been the case on former excursions which have been made at frequent intervals, will be to effect improvements at his clay mines at Grossalmerode, with a view, if possible, to rendering even a better service to his customers in the United States who are becoming more plentiful year after year.

The directors of the Maddock Pottery Co., of Trenton, have elected Charles S. Maddock treasurer, succeeding the late A. M. Maddock. A. M. Maddock has been elected a director.



"Palatin" white china from a Bavarian factory—Hugo H. Frendenfels

Ruling on Carmelite Ware

IN overruling a claim filed by Robert B. Ways, of Baltimore, the Board of United States General Appraisers have affirmed the classification imposed by the Collector of Customs on so-called "Carmelite ware." The return of the Collector, which calls for a duty of 60 per cent as "ornamented or decorated" china ware, is affirmed.

The importer alleged that the merchandise should be admitted to duty either at 55 per cent as china ware not decorated, or else at 35 per cent as "earthy or mineral substances not decorated." General Appraiser Hay, who writes the decision for the board, enunciates four principles to govern the case at issue. In the first place the General Appraiser deals with the statutory construction to be given the provisions in controversy.

Judge Hay says that in the re-enacting of a paragraph of the tariff law, as in the case of the law of 1909, the omission therefrom by Congress of words which the courts had previously held gave to it a certain meaning which otherwise it would not have had, indicates the intention of Congress to change the rule which the courts' construction had established. In construing the tariff law passed last year the General Appraiser reaches the conclusion that the omission of the word "otherwise" preceding the words "ornamented or decorated" changes the rule laid down in a case passed upon by the courts during the life of the Dingley law.

The decision goes on to lay down the rule that the words "plain white, plain brown" in Paragraph 93 of the present act, mean that the ware must be either all plain white or all plain brown. The board holds that so-called carmelite ware, such as is in controversy, the outside of which is covered with a transparent glaze or enamel, is "enameled" within the meaning of that word as used in Paragraph 93. Merchandise of this kind may, however, be covered in the inside with a glaze or white enamel.

Foreign Notes of Interest

An interesting find was recently made by an employé at the Cauldon-place Works, Stoke-on-Trent, England. In an old clay cellar he found a thrower's "rib," or template, in biscuit stoneware, inscribed with the name of "Cornelius Toft, Shelton," and dated 1803. It is interesting to know that members of the Toft family have been associated with the firm ever since that time.

During last year 71,492,900 kilos of natural colored hollow glass, valued at £691,700, was exported from the German Empire. The figures are much below those for 1907; as compared with 1908 there is a decrease in quantity and a slight increase in value.

Belgian glass exports during 1909 were as follows:—Window glass, 183,386,300 kilos; plate glass, 33,960,900 kilos; other glass and glassware, 37,735,800 kilos. An increase is recorded in each case.

During last year 80,801,900 kilos of earthenware

and pottery of common varieties were imported into France. The import shows a tendency to decrease.

Illustrations of old pottery and porcelain are now printed on the cards which are given with a certain make of cigarettes.

Rockingham earthenware, decorated or undecorated, is dutiable on importation into the U. S. A. at 40 per cent ad val., according to a recent tariff decision.

In the summer of the current year there will be opened in St. Petersburg, Russia, an exhibition of ceramics, cement and lime products, with a special section for faïence; and also with a special section for the display of designs for all branches of the industry. Commercial art schools in the provinces will be asked to contribute to this exhibition.

Duty on Glassware

THE United States Court of Appeals for the Eighth Circuit has handed down decisions in one case in which part of the contentions of the importers are upheld as to glass bottles and decorated glassware of various kinds. The question at issue was whether the glassware was to be regarded as "decorated," and therefore dutiable at the rate of 60 per cent, or as "plain" goods with a tax of only 45 per cent.

The issue came before Judges Hook, Adams and Carland, Judge Hook writing the decision, which fails to sustain the government's contention that articles of which blown glass is the component of chief value should be regarded as dutiable at the 60 per cent rate. On the other hand, the government's claim that plain glassware blown in a mold is dutiable at 60 per cent is sustained, while a further contention that the merchandise known as grouped glass is dutiable at 60 per cent is upheld.

In both of the last named instances the importers allege that a 45 per cent rate applies. In view of the rulings made by the Court of Appeals it is probable that no further action will be taken, and that importers will have their entries liquidated on the basis of the decision just given.

Whiteness of China Clay

The whiteness of china clay is estimated by comparison with a standard specimen. For this purpose the two bodies compared are either made into equally thick pastes with glycerine, or are spread out smoothly in the dry state. Sand and particles of mica are tested for by stirring a sample up with water, when they will settle much sooner than the china clay itself. Iron should be tested for with ferrocyanide of potassium. For this purpose add dilute hydrochloric acid, filter, and test the filtrate with the prussiate, when, if iron is present, a precipitate of Prussian blue will be formed. Kaolin containing soluble lime salts should be rejected. To detect them the china clay is stirred up with water, filtered, and the filtrate tested with ammonia and oxalate of ammonia, which will give a white precipitate if the filtrate contains lime.

POTTERY AND GLASS

WITH WHICH IS COMBINED

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Agents and Organizations

ONCE an official of a large pottery company had occasion to make the rounds of his agencies. He came across one agent who had been living the uneventful life of a recluse, inasmuch as he was not a member of any organization that was conducted in the interests of the industry he represented.

The agent had been a good man in his way and attended strictly to business, but he lacked knowledge of events, because he failed to keep in touch with the progressive people in his line of industry. The official was surprised when he learned that his representative didn't know what was going on beyond the shadow of his own factory.

It was then that the official said that he should belong to some organization that would keep him posted as to what was going on in the pottery world. The agent replied that he had often been desirous of doing so, but he had heard that his firm discouraged its employees from holding membership in trade organizations.

The ignorance this agent displayed concerning pottery interests was not his fault, under the circumstances, and he expressed a wish that some day it might be the policy of the concern to encourage its employees to become members of organizations representing pottery interests, as he believed great good would be derived from it.

There can be no doubt that the agent took more interest in his employers' welfare than his employers took in him and he tried to prove it to the official who had called. He was merely trying to serve his firm in a broad way, which he might have done had the latter

not resolved upon its narrow policy of interfering. It doesn't do any man harm to mingle with others whose interests are identical with his and employers who would secure the best results in business should encourage every move that accomplishes that end.

It is pretty difficult to figure how a sales agent of a pottery manufacturer could possibly receive anything but benefit from attending the annual meeting of some leading organization where subjects would be discussed that directly concerned him. If there is merit in attending conventions, then surely the man who goes is likewise benefitting the concern that employs him.

The discussion of different subjects and the expressions of views, are of direct benefit to all interested and it not only broadens a man, but awakens him to a condition where he often has good suggestions to make. The employer who would not be willing to consider suggestions made by employees is not worthy to hold the office in a corporation, or firm, wherein the money invested is not wholly his own. But, it is difficult to imagine an employer so narrow as to feel that his employees should not observe and then suggest. The employer who would criticise, under such conditions, has no right to be an employer in these energetic days of business, nor has the employee any right to keep his own counsel when there is aught that might be beneficial to the employer and of which he may become aware.

It is quite within the province of the employer to veto rather than approve of any plan an employee may suggest, or it is within his province to accept the plan and approve of it. In either case the employee should be perfectly satisfied, for his duty has ended and his right to criticise his employer has never begun with a suggestion of a scheme or plan.

Five and Ten Cent Counters

THE question has been asked "do five-and-ten-cent counters attract or detract from sales?" It might be answered either affirmatively or negatively, that depending entirely upon what other kinds of goods the merchant had to offer at popular prices.

If a merchant dealt almost exclusively in high-grade goods and yet operated one or two counters at which nothing costing more than five or ten cents were sold, the suspicion might be entertained that these counters were maintained merely to attract visitors, the scheme being to first get people in, in the hope that something higher priced, assuring a greater profit to the merchant, might be purchased. In that case the five-and-ten-cent counters attract sales, but do not positively assure them. In any event they are a "drawing card."

As a general proposition, however, the five-and-ten-cent counters are not only attractive, but alluring, as business bringers. Based on the sagacity of the successful merchants who have made fortunes operating single five-and-ten-cent stores, and others who operate "chains" of them, it is fair to conclude that the five-and-ten-cent counters are magnetic as trade drawers.

But, as previously observed, there is a negative side to the question. A merchant might have in stock many lines of goods so far superior to anything to be found in the miscellaneous assortment common to the five-and-ten-cent counters, that the latter would pale, if comparisons were made. In that case the five-and-ten-cent goods would attract sales to the other goods while detracting from themselves, because the comparison would easily show the latter's superiority. The conclusion may be arrived at that five-and-ten-cent counters either attract or detract from sales, according to their environment.

There is a vast difference, however, between five-and-ten-cent counters and five-and-ten-cent stores. The five-and-ten-cent counters are merely attributes of the large department stores—just one more attraction that aids in swelling the crowds that surge in and out of these accommodating establishments every business day in the week—but, whether they pay as departments or not, is difficult to determine, inasmuch as department stores are wont to sell some articles below cost, in order to attract crowds that make other purchasers representing fine profits to the store. If the five-and-ten-cent counters were the magnet that drew custom to the store, then they attracted sales rather than detracted from them and they should be reckoned as profit bringers, even though they yielded nothing themselves, directly.

Mrs. Genet's Beautiful Gift

A BEAUTIFUL gift of Sevres porcelain has been made to the Metropolitan Museum of Art, New York City, by Mrs. George Clinton Genet. The porcelains form a tea set of the purest soft paste, and consist of a teapot, sugar bowl and cream pitcher, together with cups and saucers. They were decorated in a rich and tasteful manner by some of the most famous painters and gilders of the period embraced between 1776 and 1780. This is one of the best and most prolific periods of the Sevres factories.

Mrs. Genet gave the tea set as a memorial to her distinguished ancestor, Edmond Charles, popularly known as "Citizen" Genet. The tea set was purchased by Mme. Campan, first lady of the bed-chamber to Marie Antoinette, who with her two sisters, gave it to her mother. Upon the mother's death, madame presented the tea set to "Citizen" Genet, her brother. He was a diplomatist, who was appointed Minister to the United States in 1793.

Vogt & Dose Altering Premises

Vogt & Dose, the importers, 43 Barclay Street, are making extensive alterations to the interior and exterior of their store, 43 Barclay Street. An innovation is a passenger elevator, which also will be used by Haviland & Co., who occupy part of the same building.

Paul E. Cox, a graduate of the Alfred School, has accepted a position with the Newcomb Pottery, Tulane University, New Orleans.

Deaths

George Eardley died recently at St. George, Utah. Mr. Eardley was born in Derbyshire, England, August 26, 1826, and emigrated to this country in 1857. In his early life he was a clever potter, and was among the pioneer potters of Salt Lake, where he arrived in 1860, having passed three years in Philadelphia and Boston. In Salt Lake City he engaged in the pottery business with his brothers, Bedson and James. In 1868 he went to St. George to found a pottery and had lived there ever since.

Thomas M. Rasin, who was well known as an organizer of department stores in the West and Northwest, died recently of acute pneumonia, at his home, 68 West Ninety-sixth Street, New York City, after a three days' illness, in his forty-eighth year. He was born in Maryland, and came from a well-known family in that state. Going out to Spokane and Seattle as a young man, he organized the Rialto Store in the latter city and the Emporium in San Francisco. Until a few days preceding his death, Mr. Rasin was in perfect health. He was seized with an attack of pneumonia.

Elmer Richman, one of the oldest and best known glass cutters in the East, at his home in Malaga, N. J. He was 77 years old.

Borgfeldt's Dainty Brochure

Under the title "Fine China," Borgfeldt, the house of Geo. Borgfeldt & Co., Sixteenth Street and Irving Place, New York City, has issued a dainty brochure. It is a gentle reminder, or supplement, to their magazine advertising of Rosenthal china, which is appearing in several high-class periodicals. The brochure is beautifully printed and is typical of the grade of literature issued by this house. It is profusely illustrated in half-tone and is enclosed in a light brown cover, with an embossed title.

Pottery 2000 Years Old

Fresh specimens of the handiwork of a long departed race from which Aztec, N. M., derived its name, have been brought to South Bend, Ind., by W. A. Viele, who recently returned from a visit to the historic settlement. Fragments of pottery 2,000 years old, specimens of strangely decorated vessels and pieces of wood and other materials forming the construction of the wonderful castles now in a sad state of decay, were secured by Mr. Viele and were added to his splendid collection of curios. He spent several days in the ruins.

Work Interferes with Study

Straws show which way the wind blows, at the local potteries at East Liverpool, O. Many of the boys employed at the plants attend night school, but owing to the fact that the rush of business has compelled night work, the night school attendance has been materially reduced.

Buyers read Pottery and Glass every month.



Four pieces from the Pope-Gosser Company's line

DOMESTIC TABLEWARE AND COOKING UTENSILS

Prominent among the manufacturers of American pottery is the Pope-Gosser Company, of Coshocton, Ohio. One of their very strong lines is white china for decorating and in this field they occupy a very enviable position. But in other lines they are also among the leaders. This concern has gotten out some very fine decorated tableware this season, which for shapeliness and design is not excelled. The competition in American-made goods is sharp at present, and new shapes are more prevalent than in past seasons. The Pope-Gosser contribution is one of the fine lines from the great Ohio pottery district, and has attracted the attention of buyers, which has resulted in the placing of large orders. The four pieces shown are a vegetable dish, gravy dish, sugar bowl and cream jug—part of a set. They present a neat appearance and are meritorious goods that their makers are justly proud of.

Since cooking utensils were first made, earthenware has always held a high place of esteem among persons who preside over the culinary departments of hotels, restaurants and the domestic household. It is essentially a cleanly proposition to cook and serve food in earthenware receptacles, as they are free from me-

tallic taint, and wise cooks agree that food can be better cooked and served this way than in any other.

From the crude earthenware cooking utensils of the early times, when the potteries did not use the more modern facilities of today, this one industry has developed rapidly and now it is found that all kinds of cooking utensils are made of earthenware and are no longer confined to a few pieces.

Of the high-grade goods that are of this class, "Guernsey" earthenware holds a prominent place in the trade. This is because the finest materials are utilized and the greatest skill used in the making. It is not possible to make earthenware goods absolutely fireproof, but the Guernsey product is as nearly so as can be made. The white porcelain interior is applied to certain receptacles, while others have the brown glaze.

An advantage gained by cooking food in Guernsey vessels is that it may be allowed to remain indefinitely, without danger of ptomaine poison resulting. Persons of refined taste need not consider the "rudeness" of placing earthenware on the dining table, because all such pieces can be made to look very attractive by inserting them in silver frames made especially for the



Guernsey earthenware cooking utensils

purpose. This came about because many preferred their food cooked in earthenware vessels and the frames followed as a matter of attractiveness. The goods are made to fit the frames.

The Guernsey Earthenware Company, of Cambridge, Ohio, is represented in New York City by E. L. Bates, 65 West Broadway, where the large sample line is shown. There are over forty-five different articles in the catalogue and they are made in all the convenient sizes. The company also issues a booklet of choice recipes, that can be prepared in earthenware vessels, many of them being exclusive.

The four pieces illustrated are a coffee server, teapot, oval casserole and handle stew pot, all being among those that are generally used.

A Famous Portland Vase

IT has developed that Mrs. Florence Watson, of Martin's Ferry, Ohio, is the owner of the last of the faithful reproductions of Josiah Wedgwood of the famous Portland vase, or cinerary urn, found during the Pontificate of Urban VIII in the marble sarcophagus of Alexander Severus, in the Monte Del Grano, near Rome. What was thought to be the last of this valuable earthenware was broken in many pieces in New York some years ago, and when its value became known it was gathered together and restored.

The story of the vase owned by Mrs. Watson is very interesting. About two years ago the buyer for a Wheeling department store, after placing an order with a concern in New York, induced the house to sell him for a nominal price the vase in question. It was known to be a very old article, and was for some time used in the local department store window for an exhibit. Mrs. Watson purchased it, and recently, through much investigation, proved that it was the last of the Wedgwood make. She has been offered \$5,000 and lesser amounts by art connoisseurs of the East, and has refused.

The Portland vase is ten inches high, and is the finest specimen of any cameo cut glass vase known.

New Burley Pottery

JOHN G. BURLEY, of the John G. Burley Pottery Co., of Crooksville, Ohio, has let a contract for an entire new pottery plant to be located between the Zanesville & Western and the C. & M. V. railroad tracks in Crooksville. The plant will be among the largest in Crooksville, and the contract for building was awarded to Bonifant & Carr, with the stipulation that the plant must be completed and running by the middle of June. Work will be begun at once and will be pushed to completion as rapidly as possible.

The architect prepared the plans for the entire plant of three buildings. The factory will be 86 by 150, one story high; the sheds and stock rooms 120 by 150 feet, will be strictly fireproof and will be covered with a steel roof. The boiler and engine rooms will be two stories in height. A brick stack from the boiler room,

80 feet high, is also included in the contract.

Mr. Burley announced that this plant will be used for the manufacture of high-grade stoneware.

American Glassware Wanted

AN American Consular Officer in Western Europe, reports that a businessman in his district wishes to represent manufacturers in the sale of several kinds of merchandise, among them being good articles in pressed glassware, that are reasonably priced. The party states that there is a good field for pressed table glassware in his section and can furnish bank references as to his own responsibility. American manufacturers, who may be interested in this proposal, can obtain further information by addressing the Bureau of Manufacturers, care of the Department of Commerce and Labor, Washington, D. C. Refer to No. 4,822, Motors and Pressed Glass.

A Popular Decoration

A great deal of interest in china and crockery is being taken by the average department store. Wholesalers report that spring selling in staple and ornamental china lines has been very heavy, while the prospects for the future selling are, to all appearances, even greater. Many new ideas have been brought out in decorative china and in nearly all the old lines additional numbers or new ideas of a similar nature are being represented.

New Jersey Factory Law

REPUBLICAN members of the New Jersey Senate have pushed through the Plummer much-amended measure which makes it illegal to permit children to work at night in factories below the age of fifteen years. This raises the age limit in New Jersey one year and it is stated that Senators are favorably inclined to raising the limit an additional year in 1911.

Twelfth Century Pottery

There is a piece of pottery in the museum at Innsbruck, Austria, which is in the form of a basin, but which experts cannot place in regard to its age. It is thought to be of the twelfth century period and shows Alexander the Great riding in an airship propelled by griffins.

May Increase Price

An increase in the prices of common tumblers and tin top jellies is probable at an early date. As the manufacturers have not been selling these at a profit of late, the announcement will cause no surprise.

Patents Granted

952,908. Method of manufacturing glassware. Melvin W. Kaye, Monacca, Pa.

952,910. Apparatus for grinding or polishing articles. George Krohn and Gustav Krohn, Altona, Germany.

May Solve Small Help Problem

GLASS manufacturers of Tarentum, Pa., are said to be considering a matter, which if carried through, will be watched with interest by manufacturers of other towns. From time immemorial the small help nuisance has been a source of much annoyance to the bottle and tableware trade, local talent being undependable when the weather is fair and the green fields and fish-laden streams appeal to youngsters who reside with their parents and can live without cost to themselves. Since fair weather opened up this spring the boys employed by the Tarentum Glass Co., (tableware) the C. L. Flaccus Glass Co. and the Fidelity Glass Co., bottle manufacturers, have caused no end of annoyance to their employers, owing to their absence, the Fidelity factory on one occasion having been put out of commission for a few days because of its small help playing truant. The factories in question give employment to several hundred boys; in fact the demand being greater than the town supply. In order to correct this state of affairs, the manufacturers are considering the joint erection of a boarding house or hotel for the occupancy of such help as they require, to be operated on the plan of housing and boarding the boys at cost, they to be drawn from the ranks of the needy, idle and homeless wherever they can be picked up. The idea is an original one and may be carried out. Such a move would provide a comfortable home for many youngsters who are now little better than vagrants; the wages paid would, if ordinary economy is practiced, be more than self-sustaining, and in addition the occupants of the "carrying-in" boys' hotel would ultimately become skilled mechanics, capable of earning a living under any and all circumstances, that is if they are made out of the right kind of material. In the erection of this home for boys, the plan is to make it sanitary and comfortable throughout and supplying a class of literature that will tend to develop healthy and pure minds. The plans, while immature, are said to be well along in a general way, and it is hoped to have the hotel ready for guests by fall.

Well Earned Promotions

THE following changes have been announced by the commercial department of the United States Glass Co.: Fred. Renshaw and James K. Verner, formerly of the general offices, Pittsburg, have been transferred to the Chicago office, which is in charge of W. B. Andrews. Both will work as salesmen. Blaine Walker, formerly connected with the Glassport plant, is now with the general office. Following the policy of the company, J. A. Hemple, the star presser at Factory "E," has been taken from the plant and placed in the commercial department with a view to going on the road as a salesman. Many others holding responsible positions with the company started in the shops and have "made good" higher up.

Pottery and Glass is the buyers' magazine.

Strike of Girls Settled

THE potteries at East Liverpool, O., and vicinity, were seriously disturbed during a recent period on account of the female bisque warehouse girls, stampers and "takers off" for the dippers, going on strike. The trouble arose over wage conditions, and the time allowance for luncheon was also in dispute. The 2,000 or more girls that went out finally agreed to return to work under an agreement that will be operative for six months, the wage matter having been adjusted. One of the worst features of the trouble was, that the girls refusing to work, crippled other departments of the potteries, all of which are very busy at this time. It is said that the girls have formed a union organization.

The Roessler & Hasslacher Line

The large line of liquid bright gold, colors and chemicals manufactured by the Roessler & Hasslacher Chemical Co., 100 William Street, New York, still continue to sell in large quantities to potters and glass manufacturers. These are high-grade goods that have long been popular with makers of the choicest products.

Jacksonville's New Company

C. Finley Knight has retired as president of the Knight Crockery and Furniture Company, Jacksonville, Fla. Mr. Knight is to become president of a new company, just organized, and known as the Knight & White Company. It will conduct a wholesale crockery, glassware, furniture and brokerage business, making a specialty of hotel furnishings.

Macomb's New Post Office

Macomb, Ill., is jubilant these days over the fact that Congressman McKinney has introduced a bill in Congress asking for an appropriation of \$75,000 for a government building to be built in the pottery city. The city has needed a new post-office building for some time.

Receiver Asked For

A bill of complaint has been filed in Circuit Court No. 2, Baltimore, Md., asking for the appointment of a receiver for the pottery concern of William A. Johannes & Co., 124 South Charles Street. The complainant was W. F. Smith & Bro., stating a creditor's claim of \$342. The complaint alleges that the pottery company cannot pay the claim.

Plasticity of Clays

The plasticity of clays may be determined quickly and easily, according to a U. S. Geological Survey bulletin, by observing their absorption of certain dyes; malachite green giving very satisfactory results. Most of the well-known commercial clays were tested with a standard green solution, and the absorption of the coloring of the dye corresponded very closely with their actual known plasticities.

GLIMPSES OF GLASS HOUSES

Suburban Park, N. Y.—The building formerly owned and used as a club house and which last fall was moved to a new place by the Arcadian Cut Glass Co., was the scene of a busy time very recently. Workmen and teams moved the equipment used by the company to the building and it has the appearance of soon opening up; it was claimed last fall that the company would begin operations this spring with quite a large force, but no one could be found who knew just what the machinery, etc., was being moved for.

Des Moines, Ia.—The Allward-Bowman Glass Co. has changed hands, Messrs. W. W. Henderson and Ed. Leighton having come into possession of the business.

Sapula, Okla.—A press dispatch from this place is to the effect that the Chamber of Commerce has succeeded in locating a glass factory that will have a weekly payroll of \$7,000, to be operated as the Sapula Glass Company. It is not stated what the output of the factory is to be or who is identified with the project.

Minneapolis, Minn.—Petition in involuntary bankruptcy against the National Cut Glass Company of this city has been filed by creditors. The firm is alleged to be involved to the extent of \$11,000.

Pittsburg, Pa.—It is learned that parties here have been at East Liverpool, O., looking over the plant formerly operated by the Specialty Glass Co., but no negotiations were entered into. They are now in quest of another location.

The United States Glass Co. is preparing plans for a new 30-ton continuous tank factory which will be erected at Glassport.

Many of the largest buyers placed recent orders for tumblers, for quick delivery. There was a rumor that there would be an advance in prices.

A prominent manufacturer of glass here has expressed an idea that a fortune awaits the person who is first to furnish assortment packages of glassware and pottery, the claim being that buyers strongly favored the idea. In connection with this novel idea it was also suggested that a glass plant be established near a pottery in order that the goods could be quickly assembled.

The Phoenix Glass Co. is having a successful run on its new electric shades, a line of goods that is a specialty of this concern.

There is a steady growing demand for cut glass portables and the business being done exceeds expectations. The greater trade comes from the Middle West.

From this city of glass industries comes the informa-

tion that every tank glass factory in the country is conducting a large business and that the unfilled orders on file are more extensive than last year at this time. Much of the purchases were at the hands of syndicate buyers.

Honesdale, Pa.—Several of the cut glass manufacturers here experienced trouble with their workers a short time ago. The men went on strike because, it was said, several of their number were discharged. The reason given was that they aided in forming a cut glass workers' union, a year ago.

Several carloads of machinery and equipment of the Kelley-Steinman Company, Incorporated, of Honesdale, Pa., have been transferred to Deposit, N. Y., and taken to the Outing Publishing Company factory, recently purchased by the Honesdale Company for operation as a cut glass factory. This equipment includes everything needed for an up-to-date cut glass making business, and represents thousands of dollars of value. The power and shafting in the Outing buildings required but slight overhauling and repairs, so that the Honesdale Company's business is now in full operation. The factory at Honesdale had long been idle as the result of a strike, so that but few of the company's former employees came to Deposit. Most of the workingmen employed are from other places than Honesdale, and a first-class opportunity has been given residents of this village and vicinity to fill the vacancies. The Honesdale plant will lie idle or be sold at the pleasure of the Kelley-Steinman Company. At Honesdale the firm employed about 115 men. Orders have piled up and these must be filled. It is understood that about 100 men will be employed here, and possibly more, as the business expands. The output will be at least forty or fifty barrels of cut glass daily. It is said that another cut glass industry at Honesdale is planning to move to New York State.

Newark, N. J.—D. A. Van Horne & Co., of New York, have installed a bent glass lear at their works in Newark, N. J., with the use of which it is stated that the same results can now be arrived at in three hours which formerly required a week's time. The lear displaces old-fashioned kilns, the work having been done by the H. L. Dixon Company.

Minotola, N. J.—The Minotola Glass Company has received an order to make snuff bottles that will keep half the plant running for three years.

A customer over-persuaded is a customer dissatisfied, and dissatisfaction with one store breeds business for the competitor. Better sell a customer too little than too much.

Newly Incorporated

The Crooksville, O., Clay Product Co. has been incorporated by George S. Brush, of the J. W. McCoy Pottery Co., Roseville, O., with a capital stock of \$20,000. The new company will take over and operate the Diamond stoneware pottery, at Crooksville.

National Stores Company, Chicago, \$2,500; manufacture and deal in chinaware, crockery, pottery and general merchandise; Frank W. Evans, Herbert R. Lanning, Walter Busby.

The Moretown, Mass., Talc Co., with a capital stock of \$10,000, organized under the law of the State of Massachusetts, has been granted a certificate by the Secretary of State authorizing it to do business in Vermont. It is organized for the purpose of quarrying, working and handling talc and stone minerals of all kinds.

Hess Brothers, Allentown, department store, capital \$350,000.

James McGinnis Company, Norristown, capital \$32,000.

Jacklin's Crockery Co., of San Francisco, has been incorporated with a capital stock of \$20,000 by H. W. and Edith W. Copp and M. E. Jacobson. The company recently opened a new store on Fillmore Street. Riverside Sanitary Manufacturing Company, of Wheeling, W. Va. to manufacture glassware, pottery and metal wares. The capital stock is \$250,000. The incorporators are: John P. Arbenz, A. G. Hubbard, W. W. Simpson, G. H. Phillips and W. A. Shirley, all of Wheeling.

Flower City Cut Glass Company, of Rochester, N. Y., incorporated. The capital is \$20,000 and the directors are Frank Golden, A. G. Bullock, Toni Rossi, Wesley D. Vallette, and William H. Jeffreys, of Rochester.

Isaac Lewis & Sons, New York; manufacture and deal in glass, glassware, mirrors, plateglass, etc.; capital \$1,500. Incorporators: Frank J. Stephens, 1327 Stebbins Ave., Bronx; Jacob Echardt, Jr., 82 Greenwood Ave., Brooklyn; William Pfeiffer, 609 East 182d Street, Bronx.

Jacksonville Pottery & Tile Company, Jacksonville, Fla. Letters patent have been applied for. Incorporators: N. W. Collier, A. Baudelet, S. W. Duncan, J. S. Jackson.

Certificates of organization have been filed as follows: The United States Art Glass Company, of Hartford; subscribers to stock: Charles H. Dresser, 27 shares; Edward H. Warner, 13 shares; John P. Wheeler, 10 shares. Officers, Charles H. Dresser, president; J. P. Wheeler, vice-president, and Edward H. Warner, secretary-treasurer.

Latest Customs Rulings

THE Board of United States General Appraisers have sustained a protest filed by Arthur W. Robson, of Baltimore, against the assessment by the Collector of Customs of a high duty on Chinese pottery, articles described as works of the fifteenth century. In-

stead of the 60 per cent assessment complained of by Mr. Robson, the board upholds the contention for entry as "other works of art."

The merchandise consisted of biscuit bowls in high relief, and small vases of bronze. Judge Waite, who writes the decision for the board, says that the regulations of the Treasury Department seem to have been complied with, while it is established successfully that the articles are of sufficient age to bring them within the scope of the tariff provision for exemption from duty. In sustaining the contention of Mr. Robson, the general appraiser says in part:

"The Collector seems to have considered, however, that they (the articles) have not such artistic merit as entitles them to classification under Paragraph 717. On inspection of photographs of the articles, and from the testimony in the case, we are inclined to think that they are sufficiently artistic to come within this part of the law, bearing in mind that a high degree of artistic qualities is not required in articles to be included within this paragraph. Objects of an artistic nature more than 100 years old, of ornamental character or educational value, have been included. We think these articles fall within that classification. The protest is therefore sustained."

Recent Fires

Fire caused a loss of \$8,000 to \$10,000 in H. C. Rosier & Co.'s department store on Main Street, Bennington, Vt.

Fire destroyed the Boston store and Vasquez Block, Gonzales, Ariz., and damaged a number of business houses. Loss, \$100,000.

Fire, which started in the Green River Department Store, Morgantown, Ky., and which is supposed to have been of incendiary origin, damaged the stock to the extent of \$15,000; insurance, \$8,000.

A serious fire at Clay City, Ind., damaged the department store of M. S. Burger to the extent of \$5,000.

The most disastrous fire that ever visited Morganfield, Ky., occurred recently and caused a loss estimated at \$2,000,000. It originated in the Green River Department Store, whose loss was \$22,000; insurance, \$11,000.

Fire, evidently of an incendiary origin, destroyed the large department store of W. F. Woods in North Bedford, Mass. Loss is estimated at \$7,000.

F. J. Brockway & Co.'s department store, Cherokee, Ia., was damaged by fire to the extent of about \$5,000. Insured.

Fire destroyed the Hunter & Hunter department store at Detroit, Mich., together with contents. Loss on building and stock estimated at \$400,000.

New Articles for Smokers

The Yellow Rock Pottery Company, Philadelphia, is placing a number of new items on the market, most of which are articles of use to smokers. A larger stock room has been provided.

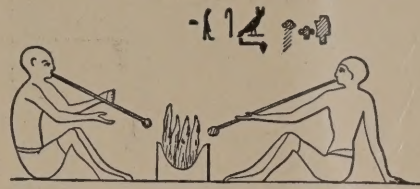
AMERICAN PRESSED GLASSWARE

American Inventions that Revolutionized the Glass Industry

DAVID MITCHELL contributed the following article on American pressed glassware to the American Exporter:

"Says the Encyclopedia Britannica in its article on glass: 'The most brilliant effect is produced by cutting, but molding, or pressing is much cheaper, and this branch of the art has now reached a high state of excellence. Glass formed by pressing in molds, known distinctively as pressed glass, is peculiarly an English industry. Although molded glass has existed from early Roman times, it is only within the present century that the modern industry has been developed and the trade of late years has assumed important dimensions.'

"The writer in the Encyclopedia Britannica is quite right—with one most important exception. Pressed glass is by no means a distinctively English industry; on the other hand it was invented in the United States, and was manufactured in this country seven years before it was introduced into England by its American inventors. The invention of pressed glassware is to be attributed to a carpenter, who knew nothing whatever about the glass business. In 1827 there existed a little glass-making plant in Sandwich, Mass. A local carpenter got the idea that molten glass could be pressed into any desired shape. Experienced glassmakers regarded the idea as absurd, but it was tried and proved successful. It was not until 1834 that the manufacture of pressed glass by means of metallic molds, in imitation of cut glass, was intro-



Glass making in Egypt, 1500 B. C.

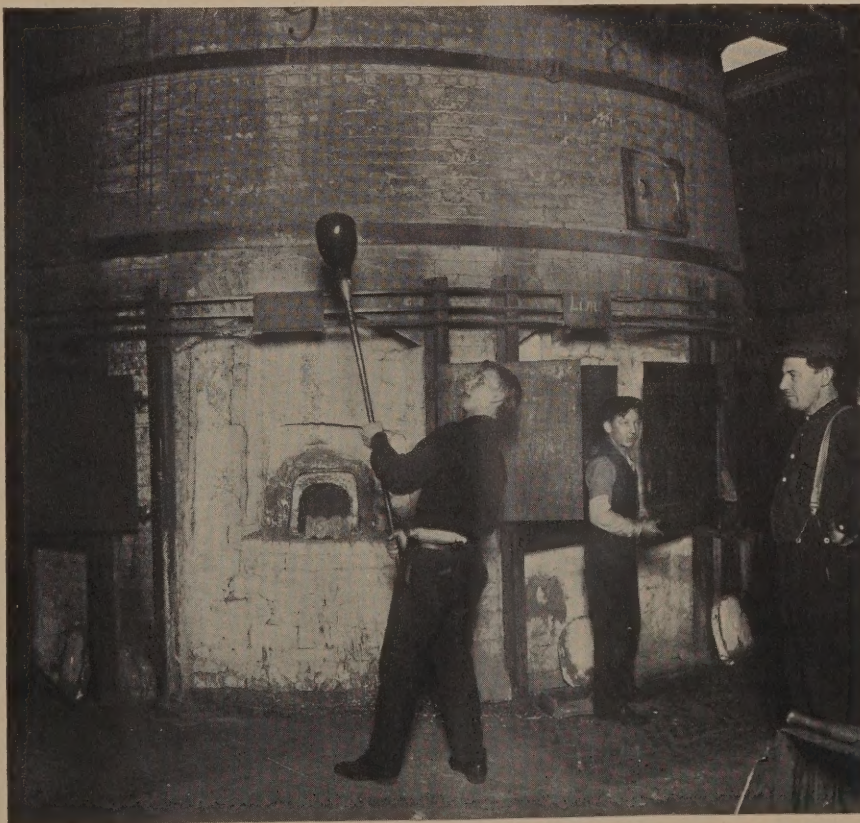
duced into England by Messrs. Richardson, of Stourbridge. This is not by any means the only instance in which contributors to the Britannica appear to have been carried away by excess of British patriotism.

"Glass has been known in the world since time immemorial. It was made and used in Egypt 2,500 years B. C. The making of glass was one of the first industries that suggested itself to the early British colonist on what is

now American soil. Glass was made at Jamestown in 1608; but the chief credit for establishing the business on an extensive scale is due to General O'Hara, who established an extensive industry in Pittsburg in 1795. At his death the following memorandum was found among his papers: 'To-day we made the first bottle, at a cost of \$30,000.' It was to the establishment created by General O'Hara that the triumphs of pressed glassware in this country also were due. In 1867 the then proprietors of the O'Hara Glass Works made a notable exhibit at the Paris Exhibition, and were awarded first prize for fine pressed glass.

"Prior to the invention for pressing glassware, it

had always been blown either off hand or in a mold, which required greater skill and more time than the pressing operation. From its invention down to 1864 pressed glass was almost always made of flint glass, the ingredients of which were: the best of sand, pearl ash, refined saltpetre and oxide of lead. This composition made a very good crystal glass, and inferior qualities were made of what was then



Gathering molten glass from the furnace



Crucibles for melting glass

known as German flint or lime glass, which was made from soda ash, lime, nitrate of soda and sand. Such glass, apt to crack and poor in appearance, was used principally in common tumblers and some lamp chimneys: Lime glass was so inferior in purity and lustre that it could not compete with the more expensive kind; that is, flint glass—or as it is sometimes called, lead glass. Thirty-seven years after the first glass press was constructed, another and most important discovery was made which completely revolutionized the pressed glass industry. William Leighton, Sr., of a glass manufacturing firm of Wheeling, W. Va., made a series of experiments in the substitution of bicarbonate of soda for soda ash, and with a better proportion of the materials in the batch; that is, with pure sand, lime and nitrate of soda.

He succeeded in producing a very clear, brilliant glass at a cost for the batch of not more than one-third that of lead glass or flint glass. The production of lead glass for tableware was very quickly reduced to a comparatively small quantity, for manufacturers of it could not compete with the new kind of glass which was the equal in beauty of the other, besides being produced very much more cheaply. It had to be worked quicker than lead glass, thus bringing about in connection with the use of the press a largely increased output. Other improvements rapidly followed, notably in machinery of various sorts for increasing the speed of production.

"The characteristics of pressed glassware manufactured in the

United States are purity of color, excellence of design and finish, and cheapness of cost. Shirley P. Austin, in a report published in the Twelfth Census of the United States, writes as follows regarding the pressed glass trade:

"Considerable rivalry exists among the manufacturers of pressed glass tableware in the production of attractive designs and decorations. Most of the ware is an imitation of cut ware, and so highly has the art been developed that a careful examination is frequently required to detect the difference. It is the custom with the majority of the establishments to offer new designs at the opening of each year, a large amount of money being expended to secure these designs and to prepare the required molds. The profitable life of a

design, unless it is unusually popular, is limited to one season, its place being taken by some new idea expected to better catch the popular fancy. A popular design will in one season prove extremely profitable, while the losses on unpopular designs are so great as to make an expression of the public's favor an exceedingly interesting matter to the manufacturers. Popular favor has changed in the last decade from imitation cut ware to plain ware, and from that to highly decorated ware, but the imitation cut ware has been in most constant demand, although within the last few years colored ware and plain crystal, with gold decorations, have been strongly favored.'

"For fifteen or twenty years American pressed glass tableware has met with a great deal of favor in many



Preparing hot glass for tube drawing



Small fuel-oil furnace for reheating

foreign markets. It is sold liberally in Germany and in other parts of Europe, and such notable shipments have been made to Australia, as, for example, one single shipment in 1900, consisting of 10 carloads, or more than 1,500,000 pieces. No more striking commentary on the advantage offered by American glassware can be offered than a reference to the fact that it is sold freely in Belgium—the home of cheap glassware, and in competition with Belgian productions in other parts of the world.

"American manufacturers never put out the 'seconds,' as is the custom with the Belgians, for example, among whose products encountered in some of Belgium's export markets are to be found goblets far out of plumb and tumblers whose rims describe astonishing curves. Such goods in American factories are immediately consigned to the scrap heap.

"The molds in which pressed glassware are now

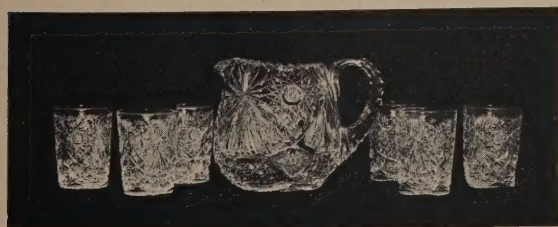
made are of bronze or iron, with great accuracy of surface, and the articles themselves are finished by fire polishing—a process also of American invention, that involves reheating sufficient to melt the thin superficial stratum of the glass so that the roughness incidental to molding is removed, and a smooth and more brilliant effect produced.

"In this connection it may be noted that other very important inventions in the glass manufacturing business are also to be credited to Americans. The sand blast—a method of engraving figures on glass or metal or cutting away or boring holes by a rapid stream of sharp sand was invented by B. C. Tilghman, of Philadelphia, in 1876. Practically all fruit jars and wide-mouthed bottles are now manufactured by machinery. This process was patented in 1882 by Philip Arbogast, of Pittsburg, although the first commercially successful machine-made fruit jar was not manufactured until 1896. These machines had a much greater productive capacity than was possible by the old method of blowing, and the cost of manufacture has been reduced by more than one-third. So, too, loss by break-

age has been reduced to a minimum, while machine-made ware has a finish very far superior to that of hand-made goods. Machinery of other sorts is being rapidly introduced into American glass works, and will before long supplant much of the hand labor now utilized."

Laredo Wants China Plant

The Laredo, Texas, Board of Trade is negotiating with parties in the East to establish a large china plant at Laredo. There is plenty of suitable clay here, besides the city will soon have gas from the Reiser wells furnished here.



Some examples of American pressed glassware

PRACTICAL SCIENCE DEPARTMENT

Edited by Prof. Charles F. Binns

Feldspar in Earthenware Manufacture

IN a recent communication to the *Keramische Rundschau*, Herr G. C. Müller remarks that in Germany feldspar is practically indispensable in earthenware manufacture, although its use in England and other countries is limited. Opinions are divided as to the advantages obtained in English factories from the use of "Cornish stone" in the body. Cornish stone is a pegmatite of variable composition, and its value is attributed to the small percentage of fluorine contained. Whether or not the advantages thus claimed for feldspar actually exist, it is generally admitted in Germany that with it are produced bodies answering all requirements. Its uniform composition permitting its use, admits more certainty of result than is the case with Cornish stone.

The purest feldspar, as chiefly found in Norway, contains about:

Alumina	19%
Silica	65%
Potash	14%
Soda	2%
	100%

Bohemian and Bavarian grades are richer in silica. In the use of the latter spars, particularly in glazes, a reduction in the proportion of quartz and a proportionate increase of feldspar is recommended. Otherwise the glaze, where Norwegian feldspar is replaced by the other kinds named, would be too difficult of fusion. Tests must, of course, first be made on a small scale.

The following comparative recipes illustrate the above point:

Composition of Body.	With Norwegian Feldspar (Parts by Weight).	With Bohemian Feldspar (Parts by Weight).
Kaolin	32	32
Quartz	32	28
Feldspar	6	10
Clay	30	30
	100	100

With feldspar bodies it may happen that articles, particularly if the sides are thin, though having remained straight in the biscuit fire, become warped in the glost fire, particularly if the clay used is deficient in fire resisting qualities. In such a case, the proportion of feldspar can be diminished, going as low as 4% in the case of the Norwegian spar. If that change

is not desirable, then it is advisable to reduce the temperature of the glost fire, using a more easily fusible glaze. By increasing the proportion of feldspar in a body, the biscuit fire can be kept at a lower temperature, thereby effecting a saving in coal. Still certain limits must be observed, for the higher the percentage of feldspar, the more difficult will it be to obtain on the body a glaze free from crazing, and at the same time to develop the colors in a satisfactory manner.

Glasses and Glazes

IN reviewing the principal features of the above subject, as dealt with in standard technical literature, a contributor to *Bruhn's Fachblatt* remarks that glasses and glazes are very similar bodies, both being combinations of silica with basic oxides, which, after having been produced by means of fire, appear transparent and amorphous in a condition of superfusion. This valuable property of silica, so effective in the formation of glass, is likewise displayed by boracic acid, which is therefore sometimes used in common with the former in the preparation of glass and glazes. Boracic acid is not advantageously used by itself for the purpose indicated, although in combination it promotes fusion.

Not all silicate compounds are uniformly suited for the manufacture of glass. Professor Schwarz, of Gratz, found that variations in the proportion of silica led to glasses being affected to a correspondingly different extent by the atmosphere, by water and by dilute acids or lyes.

Dealing with the second portion of the subject, the writer records the fact that glazes are made from the same components as glass, forming, like glasses, "solid solutions," which in a super-fused condition are amorphous and transparent, displaying the same physical and chemical qualities of transparency, brilliancy, hardness, brittleness, resistance to chemicals, etc. While, however, the chemical composition of glasses varies within narrow limits, glazes require for the various ceramic purposes, very different fusing temperatures, and corresponding differences in their chemical composition. The limits range as follows:

Easily fusible glaze for earthenware and fine French fayence, $R O \cdot 1.5 Si O_2$ to $R O \cdot 3 Si O_2$.

Harder glaze for earthenware, $R O \cdot 0.1 Al_2 O_3 \cdot 2.0 Si O_2$ to $R O \cdot 0.4 Al_2 O_3 \cdot 0.5 B_2 O_3 \cdot 4.5 Si O_2$;..... G.

Porcelain glaze, $R O \cdot 0.5 Al_2 O_3 \cdot 5 Si O_2$ to $R O \cdot 1.25 Al_2 O_3 \cdot 12 Si O_2$.

From said details it will be seen that only a few glazes are exactly composed as tri-silicates; most of them, however, with the exception of those quite easily fusible, containing alumina.

With respect to the share of the separate basic oxides (R O) as fluxes in the formation of glazes, in most cases there are several of them used at the same time. In the most easily fusible glazes, oxide of lead almost always predominates as a flux, while in those more difficult of fusion, it loses its importance; the alkaline oxides (potash and soda) and the earthy alkaline oxides (lime, magnesia and barytes) being employed as bases in addition to alumina. In very hard-flowing porcelain glazes, with a melting temperature of cone 12-16, oxide of lead is nearly always omitted.

From these indications it will be seen that glasses and glazes have the same qualitative composition, while their respective quantitative analysis and the resulting fusibility, show marked differences. Variations likewise occur as to the manner in which the separate components are united to form a chemical combination, or a solid solution of several of them.

Glass, it is remarked, being always produced in larger quantity, can be cleansed before being worked up. Glazes, on the contrary, have already been applied in a thin layer upon the foundation on which they are to be fused. In order to ensure the constant production of the same glass from a given mixture, the molecular composition of the latter must always remain the same. Hence the importance of accurately knowing the chemical composition of the separate components, and of calculating the aggregate quantities. This is particularly needed when there is a change of clay, sand or any other element.

For the reason named above, purification of glaze during its preparation is impossible. If components soluble in water are used in the glaze, they should be fused with various insoluble substances to finally produce a glaze which is not soluble in water. This so-called "frit" is finely ground before being added to the rest of the glaze on the mill. In order to produce a perfectly homogeneous coating of glaze, without too high a temperature being employed, the crude components must be ground extremely fine.

In fact, the manufacture of glazes calls for the much more careful selection and testing for purity of the materials employed, as well as for more exact preparation than does the production of glass. Owing, however, to the chemical and physical similarities between glasses and glazes, the consideration of the relative features of their manufacture cannot fail to benefit the two branches of ceramic industry.

Supervision of Kiln Stokers

EXPERTS have often emphasized the opinion that the factory head should be so familiar with the principle and practice of firing, as to avoid mistakes. Against this contention it has, however, been urged that a good deal of reliance must be placed on the burners, constant supervision being impracticable, and many irregularities being likely to occur which are never heard of at the time.

Where even one of the heads comes at a different

time every night, the fireman, though naturally on the alert till the visit of inspection has been made, is apt to then take it easy. Stories have, moreover, been told of various ways in which firemen have managed to "beat" and defeat the telltales and time registering devices.

There is a method of effectively controlling the workers by the automatic registration of variations in the draught of the kiln. An instrument for this purpose is in use in Germany, which not only serves to record the draught, for the purpose of keeping watch on the firemen, but furnishes valuable indications of the conditions under which manufacture is most successfully carried out. As one earthenware manufacturer, who lately installed this instrument, has said: "Now, at last, I can rest at night, for I know that my firemen are on the watch."

Answers to Correspondents

Question No. 65.

WE are troubled with jiggered ware sticking to the molds and this is of quite recent occurrence. We use a natural plastic clay in making red ware.

Answer.—The cause of clay sticking to molds may generally be found under one of the following heads:

1. Molds used too damp.
2. Old molds wearing into granular surface.
3. New molds run too hard.
4. Soluble salts in the clay, perhaps arising from a new place in the bed.
5. Coarse sand in the clay.

Look over your trouble in the light of these possible causes, and if you do not locate it, write us again.

Question No. 66.

We wish to produce a clear water glaze on a mottled brick. The brick are to be burned in the open kiln and the glaze put upon the burned ware.

Answer.—It will all depend upon the heat the clay will stand. An open kiln glaze at a low temperature is scarcely possible, because both lead and boric acid are volatile and fly off in the open fire. Send us a sample of your ware and we will endeavor to advise you further.

Question No. 67.

I wish to become an expert in clay and clay products; how should I set about it?

Answer.—This is rather a "large order." If you have a full High School course, you should enter one of the ceramic schools. A course of four years will give you some idea of the extent of the problem, but to become an expert is the work of a lifetime and then some!

Personal Items

The death is announced in California, recently, of Elizabeth B. Mills. Miss Mills had been a ceramic student in both the Alfred and the Columbus schools. She had opened a studio at her home in Madison, Wisconsin, and had every promise of a brilliant career.



Beautiful interior of the Dobbs & Wey Company's store, Atlanta, Ga.

Interior of Dobbs & Wey Company's Store

AN art gallery in china and glass—that is what Atlanta, Ga., now has in the retail department of the Dobbs & Wey Company, at 57 North Pryor Street, where for thirteen years the firm, established a quarter of a century ago, has occupied the five floors and basement in the conduct of its importing and wholesale business.

Recently the retail end of the business has been such as to demand better showing facilities. The result is a large display of china and glass.

Thoroughly renovated and completely altered, with a mezzanine gallery almost doubling the floor space of the establishment, the new apartment is a revelation in mahogany and white. Booths, separately lighted, are provided better to display the products of different countries.

For twenty-five years the firm of Dobbs & Wey has gone through the changes and exigencies of active business life, building up its wholesale trade and allowing its reflex prosperity to appear in Atlanta as a retail store par excellence.

The recent changes and alterations in the retail department at 57 North Pryor Street were made largely under the supervision of William L. Percy, secretary of the company and in charge of the retail branch. Henry B. Wey as president and treasurer, is one of the original firm members, and E. E. Fulton, vice-president, has for years represented the big Atlanta house on the road. The illustration above gives an idea of the interior of the store.

[40]

New Stoneware Corporation

THE Nelson McCoy Sanitary and Stoneware Co. is the title of a new corporation which will operate a new factory for Roseville, O. The articles of incorporation have been signed and the charter will be secured at once.

The personnel of the new company includes some of the most substantial men of Roseville: J. N. Owens, president of the First National Bank of Roseville; S. P. Zehring, Merchants' and Manufacturers' Bank; W. B. Randolph, merchant and secretary Building and Loan Co.; Nelson McCoy, well-known young pottery man, and J. W. McCoy, of the J. W. McCoy Pottery Co. The capital stock of the company is placed at \$50,000, most of which has been subscribed.

From the charter it is gathered that the company will manufacture utility and decorative wares made from both foreign and domestic clays.

Pottery Will Remove

Plans have been completed whereby the Novelty Clay Forming Co., of this city will remove to Newell, W. Va., the location of the Homer Laughlin plant of 32 kilns, and occupy a building 100 by 50 feet. The company is occupying about one-half this space now. The company was the first to start in this district the manufacturing of rings and other clay products that are extensively used on the upright and inverted gas mantles and burners. The new plant will afford much better facilities.

German Pottery Guide

The *Keramische Rundschau*, published in Berlin and a leader among the foreign publications representing the ceramic industry, has issued a very neatly bound book of ready reference, which contains valuable up-to-date information that is of general use to manufacturers and dealers. In addition, the book contains many pages of technical information, tables, a list of firms and a diary concerning the 12 months. The book is entitled "Taschenbuch für Keramiker," and may be obtained from the publishers, Berlin, Germany.

A New Distributing House

IN a recent issue, the News, of Buffalo, N. Y., states that papers have been filed at Albany for the incorporation of the Dewelle-Kaiser Company, to do a general jobbing business in polished plate glass, window glass, rough and ribbed glass, wire glass, leaded art glass, mirror plates, etc. The new company it is stated, has leased the premises at 338, 340, 342 Ellicott Street, and expect to be ready for business this month.

English Export Figures

	Shipments from Corresponding Exports		Corresponding	
	Jan. 1, 1910, to Feb. 23.	Period, 1909.	Jan. 1 to Feb. 23.	Period, 1909.
	Packages.	Packages.	Packages.	Packages.
Boston	734	414	1,263	929
New York	646	289	1,267	620
Baltimore	1,348	1,087	2,366	2,254
Philadelphia	445	276	902	669
New Orleans	115	131	215	234
Newport News....	—	32	55	256
San Francisco	—	—	—	—
Portland, Maine....	219	325	487	789
Galveston	72	89	133	99
Portland, Oregon..	—	—	—	—
Inland Points	353	38	470	133
Total	3,932	2,681	7,158	5,983

American Glass Popular

AMERICAN glassware, according to authentic reports, is meeting with much favor beyond the borders of the United States. It has been learned from one prominent in the cut glass industry that Germany leans strongly toward this commodity and is importing it in greater quantities.

Canada, too, has been generous in her purchases of American glassware. Consul Frank Deedmeyer, of Charlottetown, reports sales amounting to \$678,699 for the last fiscal year, which is second only to those of Great Britain.

New London Salesroom

The United States Glass Co., Pittsburgh, Pa., has its London salesrooms at 55 Farrington Street (Holborn Viaduct), E. C., where they are represented by Mr. S. C. Akehurst. The company is well known in England as manufacturers of every description of useful pressed glass tableware, including plain, engraved, colored, and gold decoration.

Leading dealers read Pottery and Glass.

DIRECTORY OF PRINCIPAL ORGANIZATIONS ALLIED WITH THE POTTERY AND GLASS TRADE**AMERICAN ASSOCIATION OF FLINT AND LIME GLASS MANUFACTURERS.**

President, Daniel C. Ripley, Pittsburg, Pa.
 Vice-President, Marshall W. Gleason, Pittsburg, Pa.
 Vice-President, Arthur J. Bennett, Pittsburg, Pa.
 Treasurer, Thomas Evans, Pittsburg, Pa.

NATIONAL ASSOCIATION OF MANUFACTURERS OF PRESSED AND BLOWN GLASSWARE.

President, E. J. Barry, Toledo, O.
 Vice-President, M. W. Gleason, Brooklyn, N. Y.
 Treasurer, J. D. Wilson, Tarentum, Pa.
 Secretary, John Kunzler, Pittsburg, Pa.

UNITED STATES POTTERS' ASSOCIATION.

President, H. A. McNicol, East Liverpool, O.
 First Vice-President, William Burgess, Trenton, N. J.
 Sect'y and Treas., C. C. Ashbaugh, E. Liverpool, O.

AMERICAN CERAMIC SOCIETY.

President, Henrich Ries, Ph.D., Cornell University.
 Vice-President, Richard R. Hice, State Geologist, Pennsylvania.
 Treasurer, Ellis Lovejoy, E.M., Columbus, O.
 Accountant, M. L. Seymour, Columbus, O.

CROCKERY BOARD OF TRADE.

President, Gilbert M. Smith.
 First Vice-President, M. O. Doering.
 Second Vice-President, John J. Miller.
 Treasurer, Chas. A. Holbrook.
 Secretary, L. S. Owen, 149 Church St., New York.

WESTERN GLASS AND POTTERY ASSOCIATION.

President, W. W. Lang, Cleveland, O.
 First Vice-President, Howard C. Jenkins.
 Second Vice-President, Thomas H. Lohr.
 Treasurer, Robert West.
 Secretary, J. G. Kaufmann, Pittsburg, Pa.

TRADE UNION ORGANIZATIONS**NATIONAL BROTHERHOOD OF OPERATIVE POTTERS.**

President, T. J. Duffy, E. Liverpool, O.
 First Vice-President, F. H. Hutchins, Trenton, N. J.
 Second Vice-President, Samuel E. Burgess, East Liverpool, O.
 Third Vice-President, Thomas J. Humphrey, Trenton, N. J.
 Secretary-Treasurer, Ed. Menge, E. Liverpool, O.

AMERICAN FLINT GLASS WORKERS' UNION.

President-Treasurer, Thos. W. Rowe.
 Vice-President, Wm. J. Croke, Toledo, O.
 Secretary, Wm. P. Clarke, Ohio Bldg., Toledo, O.
 Assistant Secretary, D. J. McGrail, Toledo.

FRATERNAL AND INSURANCE ORGANIZATIONS**POTTERY, BRASS AND GLASS SALESMEN'S ASSOCIATION.**

President, Albert E. Snow, New York.
 Vice-President, R. E. L. Wells, New York.
 Secretary, Joseph F. O'Gorman, New York.
 Treasurer, George Hamilton, New York.

CERAMIC FADS OF THE WEALTHY

THE American man of millions has developed a new hobby—individual designs in tableware, done under his personal supervision in a New York shop. Time was when the American wife ordered the china and glassware for the new home, her husband approved it more or less mechanically, and paid the bill; but to-day, whatever the tableware purchased by the wife, the man of strong individuality selects at least one service which illustrates either one of his sports or his personal tastes.

A striking instance of this hobby is the set of dinner plates recently made up for John R. McLean, of Cincinnati, who makes his home in Washington. Mr. McLean's hobby is dogs—skye terriers and poodles. He had some of his pets photographed in characteristic poses, and their pictures reproduced on a set of specially designed and made plates that cost several hundred dollars. The background is a soft, lustrous green, and the dogs appear in white and delicate grays. In the center of each plate is a large group, while four single doggies disport themselves on the rim.

Alfred G. Vanderbilt has had made a set of china and glassware especially for his Oakland Farm, near Newport, illustrating his fondness for horses. The fine English china is decorated with a rim or border of dull wine-color, suggesting in certain lights a reddish chocolate hue, and against this are painted tiny gray thoroughbreds. On each plate four of the horses appear on the rim, while single horses are used on smaller dishes. The glasses and goblets have fine lines of wine-color and gold, with a single horse enameled midway between top and bottom.

For his private car, Wayfarer, Mr. Vanderbilt has an entirely different line of tableware—china in white and gold, glasses heavily incrustated with gold, and all bearing the legend "Wayfarer, A. G. V."

Charles M. Schwab, though displaying a decided French taste in decorations, prefers American workmanship, and his new dinner plates, costing \$50 each, were made in New York City. The pattern, done in heavy gold in a Maurice Hebert design that suggests Marie Antoinette and Versailles, shows a three-inch border, wreaths and medallions, the latter filled in with fleur-de-lis, except one on each plate which carries the monogram "C. M. S.," about half an inch in height and so inconspicuous as to be almost lost in the general pattern.

Yachtsmen have long been famous for the originality of their tableware, each dish or glass carrying either the signals or private colors, or even fantastic or mythological designs suggesting the name of the vessel. A complete set of English ware for yachting use enameled with the signal or private colors will cost from \$250 to \$600, while the matching glasses, including grape fruit holders, as well as cocktail, sher-

bet, wine and cordial glasses, will run into several hundred more. Breakage on board an ocean-going yacht is a big item, and the average owner of a sailing or big steam yacht spends about \$200 a year in renewing the table service.

Owners of houseboats who spend a large part of the summer aboard their boats soon get the individual service habit. A design turned out recently from a New York kiln shows a stunning ware in clear white with a gray border and four black cats on the rim of each plate. It goes without saying that the name of this houseboat is "The Black Cat."

College fraternities spend goodly sums for individual table service, steins, etc., with which to furnish fraternity houses, and a fastidious collegian of wealth has his private supply of steins, glasses, cigarette and tobacco holders, etc., all enameled with his college and fraternity insignia.

Unless the hobby runs to animals, or the buyer is a sailing host, few colors appear in the handsomer patterns of glasses, but gold in one of two treatments is used. Either the design or pattern is raised and then gilded, or a design not unlike engraving is chosen, and the acid process, which gives the appearance of the gold eating into the china or glassware, is employed. This might be termed etching in gold and is both newer and richer than the raised gold designs.

William Seiter, who has made a study of special designs for exclusive purchasers, said on this subject:

"In no other line of work can you read more clearly the very great improvement in American taste in art, for fine table service is a form of art that is not to be despised. I can look back to the time when enormous designs and flamboyant monograms were desired by rich Americans. To-day the smaller the design the more acceptable, and monograms are models of simplicity.

"Take for instance three sets of tableware made for a man whose rise in financial circles was almost phenomenal. Here is the first goblet we made for him, the monogram done in heavy gold, almost covering the side of the glass, and studded with jeweled effects like turquoises, rubies and opals. The next year he bought a yacht and kept his eyes open to the tableware used on board boats owned by seasoned sailing hosts. That year his order called for only the signals and colors done in colors. Here is his latest order for his town house—the most delicate of gold decorations and a half inch monogram.

The simplest effects are often the most expensive. For instance, the tea plates done in acid gold, with the monogram, cost \$60 per dozen, while rock crystal glasses costing \$6 a dozen without the decoration run up to \$25 a dozen or more when decorated.

"Women still purchase the general table service for

the home, but the individuality of the man asserts itself in some special service, like a breakfast or chop set. On board his yacht or at his farm, if he is a man interested in horses or fine stock, his taste predominates. Women who go in for any of the sports, like yachting, the hounds, etc., may have some special table service made after their own designs, but as a rule they run to the conventional thing. The present ambition of the rich woman is to own a set of Birbeck game or fish plates. These cost \$450 a dozen or even more, for Birbeck is the master painter of game and fish life. Each plate is an ornament in itself, and in fact they are used to fill china closets or deck plate rails rather than for actual service."

Recipes for Glass Cements

THE general run of glass cements, e. g., those made from isinglass, or egg albumen and lime, are unreliable, since either they do not stand dry heat or the influence of hot water, or else they perish after a while on exposure to the air, owing to the decomposition of their organic constituents. To mend china or earthenware, take a thick solution of gum arabic in water, and stir into it plaster of Paris until the mixture becomes of the consistency of cream; then apply with a brush to the broken edges, and join together. In three days the article cannot be broken in the same place. Another way of cementing broken china, equally durable, is to apply paint made of white lead to the broken edges, and press them evenly and firmly together; when thoroughly set, the pieces cannot be parted. Another cement for china is ordinary carriage varnish; if put together neatly the fracture will be hardly perceptible, and is not affected by water.

Cement for metal, glass and porcelain.—A soft alloy is prepared by mixing from 30 to 36 parts of copper, precipitated in the form of a fine brown powder, with sulphuric acid of sp. gr. 1.85, in a cast iron or porcelain mortar, and incorporating by stirring with 75 parts of mercury, the acid being afterwards removed by washing with water. In 10 to 14 hours the amalgam becomes harder than tin, but when heated to 350 deg. C. for use can be kneaded like wax. In this condition it is applied to the surfaces to be cemented, and will fix them firmly together on cooling.

Dissolve one drachm of gum mastic in three drachms of spirits of wine. In a separate vessel containing water, soak three drachms of isinglass. When thoroughly soaked take it out of the water, and put it into five drachms of spirits of wine. Take a piece of gum ammoniacum the size of a large pea, and grind it up finely with a little spirits of wine and isinglass until it has dissolved. Then mix the whole together with a sufficient heat. Placing the vessel in a hot water bath will be found the most convenient. Keep this cement in a bottle closely stoppered, and when it is to be used place it in hot water until dissolved.

Water glass (sodium silicate), which is also frequently recommended for cementing glass, does not, as is often asserted, form a vitreous connection be-

tween the joined surfaces; and, in fact, some of the commercial varieties will not even dry, but merely form a thick paste, which has a strong affinity for moisture. Good 30 deg. B. water glass is, however, suitable for mending articles that are exposed to heat, and is best applied to surfaces that have been gently warmed; when the pieces are put together they should be pressed firmly to expel any superfluous cement, and then heated strongly to dry the cement.

To repair cracked glasses or bottles, through which water will leak, water glass may be used, the application being effected in the following easy manner: The vessel is warmed to induce rarefaction of the internal air, after which the mouth is closed, either by a cork in the case of bottles, or by a piece of parchment or bladder, if a wide mouth vessel is under treatment. While still hot, the outside of the crack is covered with a little water glass, and the vessel set aside to cool, whereupon the difference between the pressure of the external and internal air will force the cement into the fissure, and close it completely. All that is then necessary is to take off the cover, and leave the vessel in the warm for a few hours, subsequently rinsing it out with lime water, followed by clean water, and it will then hold any liquid, acids and alkaline fluids alone excepted.

Two Essentials

TWO things are essential to a successful business, says a successful manufacturer; first, a wise employer, and secondly, competent and faithful employees. It is like the positive and negative poles of a battery. The one is no good without the other. Employer and employee must work together hand and fist. They must understand each other and be loyal to each other. We too often attribute loyalty solely to the man, but it is expected also of the boss. There is no use pulling in opposite directions. The employer and his men are like the two oars of a boat. If one is stronger than the other, your boat goes round in a circle and makes no progress. We see employees who are not keenly supervised, and, going to the other extreme, there are business houses with an efficient force of men and a figurehead in the private office.—Harrow Smith in *The Ironmongers' Chronicle* and *The Hardwareman*.

Wand Collection Sold

The valuable collection of rare old Chinese porcelain, glass and bronzes, owned by Sydney P. Wand, of New York City, was recently sold at public auction. The collection, which contained 177 pieces, consisted of cabinet pieces of the Yung-Cheng, Ming, Ch'ien-Lung and K'ang-shi periods, a black Hawthorne vase, pieces in peach bloom, Celadon, Imperial Yellow and other glazes, an incense burner of very old cloisonne enamel, Satsuma, Seto and other wares, Egyptian and Persian pottery and a few small bronzes.

Dealers predict a big fall trade.

WOMAN'S PRIDE IN CHINA

THE average woman, proud of her collection of china, in reality knows little of how much she owes to her own sex for the development of the beautiful in this ware, or at how early a period women began to "meddle" with jugs and jars. Nor is it likely that she has ever heard that the patron saints of pottery were women. Ste. Justa and Ste. Rufina, who lived in Seville about the year 300 A. D., were the Christian daughters of a potter, and made their living by selling his earthenware, and gave all their proceeds, except what served to maintain a bare existence, to the poor. Certain women who worshipped Venus came to buy vases for idolatrous purposes, and were refused, the sisters saying their wares were for the service of God, and not for idols, whereupon the women broke everything in their stock. The sisters retaliated by seizing the statue of Venus, which they smashed and threw to the dogs, and were promptly taken by a mob, carried to the prefect and condemned to torture, as they boldly avowed themselves Christians. They were declared saints, and have been painted as such by Murillo, Zubarau and other famous artists, the Duke of Sutherland owning two beautiful half-length figures of the sisters holding their palms and "alcarazzas."

One of the first women engaged in the manufacture of pottery was the "Fair Chow," daughter of "the venerable Chow," who lived some time during the Sung dynasty (960-1126), and was noted, like her father, for "white and violet" porcelain. The "Fair Chow" had an especial talent for gourd shaped bottles for flowers, for which she obtained very high prices.

In Italy a remarkably beautiful vase was found of ancient Roman origin, which is "signed" by a woman, Tascilla Verticisa. There are other specimens of her designs which are very valuable, and eagerly sought for by collectors.

One of the best known decorators of porcelain was Angelica Kaufman, who was employed by the Dresden manufactory. And it was through the agency of Mme. Daruet, of St. Yrieix, that kaolin was discovered, which is used in the making of hard porcelain. To a servant woman in England, somewhere in Staffordshire, belongs the honor of the discovery of glazing earthenware by the use of salt, and this through the accidental boiling over of the brine in a pipkin. One of Josiah Wedgwood's best decorators was a Mrs. Willcox, daughter of Thomas Frye, of Bow, who also painted china. Wedgwood engaged her in 1769 to do the figures and groups on his celebrated Etruscan ware, and also on the Russian creamware service that established his world-wide reputation. The designs upon this showed English landscapes, principally of renowned places or country seats of men of note. The maker of the famous Henri Deux ware was Helen de Hangest, for long unknown, so successfully did she

conceal her identity, and a Mrs. Warburton, of Cobridge, England, made improvements in creamware in 1751, which was some time prior to the time when Wedgwood took it up and perfected it. Even earlier were the efforts of Francoise Blateran, recognized as being of great value in the manufacture of faience. She obtained the privilege of making it as early as 1738. Marion Durand greatly forestalled her, as she carried on the manufacture of this same ware in 1564, succeeding her husband, Masseot Abaquesne, who is the first Rouen potter to go on record. The quotation from her agreement or treaty with the abbe of a monastery in Normandy promises him such colors as azure, white, yellow and green. In the list of the later Rouen potters, which for years were the most famous of Europe, one-fourth is devoted to the names of women.

A Spanish woman, Donna Maria Salvadora Disdier, is responsible for the exquisite tiles in the Chapter House of the Cathedral of Sargossa. "Julianna, the Potter," sold to Queen Eleanor, wife of Edward I, three hundred pitchers. Mme. Sperl, a widow, founded the Baden porcelain works, and Mme. Chicanneau, established a porcelain manufactory in Paris in 1722. The talent of the women artists of Sevres is unquestioned, and in England both Lady Diana Beauclerc and Lady Templeton were celebrated for the same gifts.

The disquietude of France during the eighteenth century is responsible for many women potters. Titled women, suddenly made widows by the chop-your-head-off state of politics that prevailed at that time, were forced to become breadwinners, and turned to commercial uses talents that had been acquired as accomplishments.

In America women are at work in all the potteries, some of which turn out work that is world famed. The women of society who have this talent and have studied abroad, from time to time turn to and work in earnest at their art.

The interest of women who were not actual workers has also aided in the development of the ceramic art, enabling it to live through some troublesome periods. Bernard Palissy, for instance, when driven from Saintes, was protected by Catherine de Medici, who established him at Paris, and often visited him at his work in the grounds where now are the gardens of the Tuileries. Marie Therese expended large sums upon the Vienna manufactory; Empress Elizabeth of Russia, bought and carried on porcelain works near St. Petersburg, and Queen Charlotte patronized Wedgwood; hence the creamware was called "queen's ware," by her order. Mme. de Pompadour influenced Louis XV to establish porcelain factories in France, and thus save money that otherwise would have been spent for china made by Saxons.

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Getting the Business

GET the confidence of the public and you will have no difficulty in getting their patronage. Inspire your whole force with the right spirit of service; encourage every sign of the true spirit. So display and advertise wares that customers shall buy with understanding. Treat them as guests when they come and when they go, whether or not they buy. Give them all that can be given fairly on the principle that to him that giveth shall be given. Remember always that the recollection of quality remains long after the price is forgotten. Then your business will prosper by a natural process.—H. Gordon Selfridge.

Boys Demand Wage Advance

Glass factories throughout the Ohio Valley are experiencing no end of trouble as the result of a demand on the part of carrying in boys for an increase of ten cents per day in wages. The fact that walkouts occurred simultaneously in half a dozen towns lends color to the conviction that the action was premeditated and that there was an understanding among the boy help in different sections of the valley. Action will be taken to forestall walkouts.

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The Dominion Exhibition for this Year

ACCORDING to Vice-Consul Clarence Carrigan, of St. John, New Brunswick, unusual interest centers this year in the Dominion Exhibition, Canada's official industrial fair, concerning which he writes:

The Canadian government makes a yearly grant of \$50,000 for prizes for this annual exposition and to defray expenses. For 1910 it has been decided to combine the Dominion fair with the provincial exhibition held every year in New Brunswick, and the joint exposition will be held at St. John, September 5 to 15. Half of the \$50,000 will be expended in cash prizes for Canadian exhibitors only. Diplomas and gold medals will also be provided for international competition.

The transportation on all Canadian exhibits from points west of Montreal is to be paid out of the government fund, as far as Montreal. Special rates for the fair will be made by railroad and steamship lines. The Eastern Steamship Company will bring exhibits from the United States and return them at half price.

Porcelaines G. D. A. Furnishes the Blackstone

Porcelains G. D. A. has again come into prominence through the popularity of its goods. The "Blackstone," one of Chicago's finest hotels, and but recently opened, chose for its dining room, tableware produced and sold by Porcelaines G. D. A., one of the most exclusive products of the famous Limoges, France, district. The selection is of remarkable beauty, having been made from special designs at the factory. In addition to the dinnerware service, a very handsome, dainty five o'clock tea set is included. The latter is decorated with a gold-incrusted border, with gold lace festoons.

U. S. Glass Company's New Lamp Line

Illustrations of the new lines of lamps of the United States Glass Co. are now being sent to the trade. There are eight lamps in each line, and night lamps are added to two of them. In all there are forty-two new lamps.

Mehr Mfg. Co.'s New Gas Lamp

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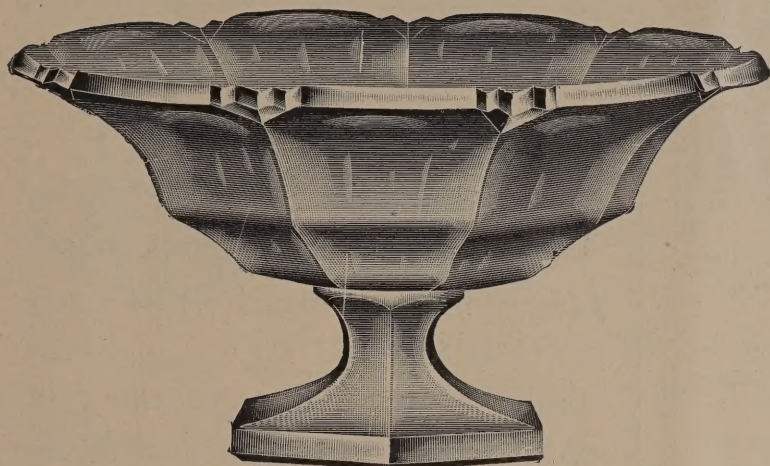
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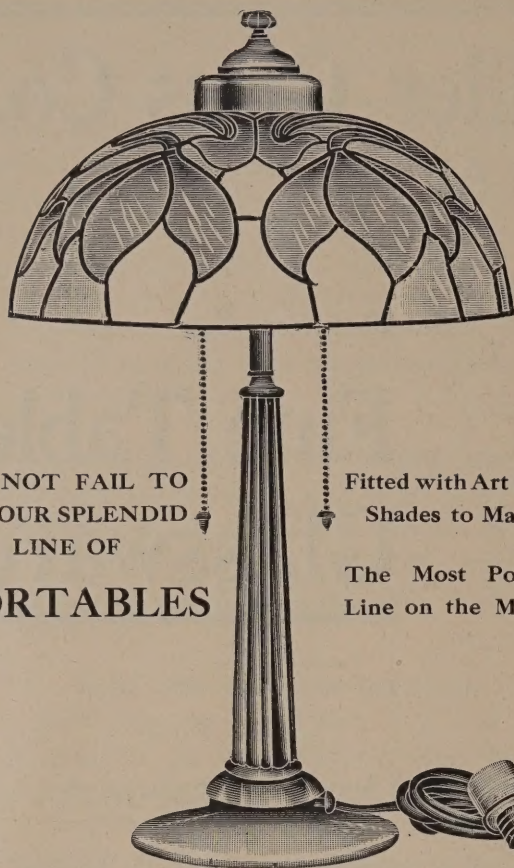
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